

The NATIONAL UNDERWRITER



**LOSS OF RADIUM
UPSETS PHYSICIAN**

Costly —but for one man's persistence

"**I**MAGINE that tube of radium disappearing—*just like that!*" Dr. Hartson snapped his fingers impatiently. "Yes, yes—I know lost radium sometimes turns up again. On the other hand, but for *one man's* foresight, this loss might have cost me a pretty penny."

"He warned me that radium often is lost, stolen or even carried away in bandages—and kept at me until I insured the precious stuff. He certainly knew what he was talking about. Guess I ought to give him more of my insurance business."

The *one man* of this story was an F. & G. Fire Representative—again demonstrating the fact that the agent or broker who persists in selling his clients needed protection is acclaimed for his persistence when a loss occurs—and gets more business, too.

Sale of Radium Insurance and other Inland Marine coverages serves as the opening wedge to more business in other lines. Solicit Inland Marine lines now.

F. & G. Fire INLAND MARINE COVERAGES

Annual Transportation	Musical Instruments
Armored Car & Messenger	Neon Signs
Bailees' Customers	Paraphernalia
Bridges (P.D. and U. & O.)	Parcel Post
Cameras	Personal Effects
Contractors' Equipment	Personal Property Floaters
Fine Arts	Radium
Furs (Personal)	Registered Mail
Furriers' Customers	Salesmen's Samples
Horse & Wagon	Silver—Silver Plate
Installation	Stamp Collections
Installment	Town & Road Machinery
Jewelry & Fur	Trip Transit
Motor Truck Cargo	Wedding Presents
Miscellaneous Floaters	

Consult your Agent or Broker as you would your Doctor or Lawyer

F. & G. FIRE

FIDELITY & GUARANTY FIRE CORPORATION *affiliated with* UNITED STATES FIDELITY & GUARANTY COMPANY



HOME OFFICES

BALTIMORE

U. S. F. & G.

THURSDAY, DECEMBER 3, 1936

PUBLIC ENEMY

No 4

Personal Accident



Home—a haven of rest, peace, safety! Yet even here lurk DANGER and FATALITY—nearly a third of all fatal accidents and approximately half of all disabling accidents in the United States occur beneath the family roof-tree.

Safeguard the home as best we can, still the DEMONS of misfortune and disaster are ever on the alert for carelessness or oversight, with far-reaching consequences in personal suffering and financial loss that only adequate INSURANCE can mitigate.

LOYALTY GROUP

Firemen's Insurance Company of Newark, New Jersey—ORGANIZED 1855

The Girard Fire & Marine Insurance Co. ORGANIZED 1853
 The Mechanics Insurance Co. of Philadelphia " 1854
 Superior Fire Insurance Company " 1871
 The Metropolitan Casualty Insurance Co. of N.Y. " 1874

Milwaukee Mechanics' Insurance Company ORGANIZED 1852
 National-Ben Franklin Fire Insurance Co. " 1866
 The Concordia Fire Insurance Co. of Milwaukee " 1870
 Commercial Casualty Insurance Company " 1909

WESTERN DEPARTMENT
 844 RUSH STREET, CHICAGO, ILLINOIS

CANADIAN DEPARTMENT
 461 BAY STREET, TORONTO, CANADA

EASTERN DEPARTMENT
 10 Park Place
 Newark, New Jersey

PACIFIC DEPARTMENT
 220 BUSH STREET, SAN FRANCISCO, CAL.

SOUTH-WESTERN DEPT.
 912 COMMERCE STREET, DALLAS, TEXAS



THE SPECIALIST

Yes, he has only bananas today — and every day. No—business is not so good—at any rate not as good as that fellow with the stand carrying all kinds of fruit.

Specialization has its virtues but also its limitations.

In the insurance business many agents over-specialize—they sell only certain types of insurance—ignoring the many needed coverages available for the proper protection of their clients. As a result they leave a vulnerable spot through which competitors can take business away.

So for your own protection as well as the protection of your clients, specialize in insurance—not certain coverages only. Sell fruit, not just bananas!

PROVED BY THE ACID TEST OF TIME



America Fore Insurance and Indemnity Group

THE CONTINENTAL INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
NIAGARA FIRE INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

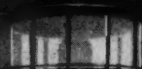
ERNEST STURM, Chairman of the Board
BERNARD M. CULVER, President

Eighty Maiden Lane, New York, N. Y.

NEW YORK CHICAGO SAN FRANCISCO

ATLANTA DALLAS MONTREAL

*Both For The
Public Good*



Thommasson Ends Insurance Career

Veteran U. S. Assistant Manager of North British & Mercantile Retires

WITH COMPANY 37 YEARS

Served as Vice-president of Affiliates; Entered Profession as Office Boy at Equitable F. & M.

NEW YORK, Dec. 2.—A. R. Thommasson, assistant United States manager of the North British & Mercantile, and vice-president of its affiliated companies—North British & Mercantile of New York, Pennsylvania, Commonwealth, Mercantile and the Homeland—retired from the active service of the organization, Nov. 30, after 37 years' continuous association.

At a testimonial luncheon tendered him by the officers and staff of the affiliated companies at the Bankers Club, United States Manager C. F. Shallcross, after speaking most appreciatively of the steady loyalty and ability displayed by Mr. Thommasson through his long connection with the North British group, and voicing the regret felt by every member of the organization at the parting, presented him with an oriental rug.

A Popular Figure

"Gus" Thommasson has been a popular figure in the fire underwriting circles, which he entered as an office boy for the Equitable Fire & Marine in 1883. After some years with the company in office and field he was appointed New York state special agent for the North British and Mercantile, developing its business to such degree as to induce his advancement to the Georgia state agency, where he remained for several years. Though northern born, Mr. Thommasson had the faculty of adapting himself to changed conditions and early won the respect and warm friendship of the fraternity in the south.

Named General Adjuster

His next advance was as general adjuster at the United States headquarters of the companies here, taking for a time the additional duties of manager of the city department. Subsequently he was named general agent of the southern department, which division of the business since remained under his general supervision. His appointment as assistant United States manager of the North British & Mercantile took place in June, 1927, and he was elected vice-president of the associated companies at the same time.

Aside from his direct company affiliations Mr. Thommasson served for years and is still a member of the executive committee of the Southeastern Underwriters Association; his close familiarity with conditions and the personnel of

(CONTINUED ON PAGE 38)

Commissioners to Ponder Changes in Fire Contract

ARE STUDIED BY COMMITTEE

Simplification of Cover's Format Urged; Many Suggest Clarification of Cigarette Losses

Secretary W. H. Bennett of the National Association of Insurance Agents pointed out in a recent statement that one of the most vital questions so far as National association members are concerned is the topic of revising the standard fire policy, which will be considered by a special committee appointed to study it during the convention of the National Association of Insurance Commissioners which meets Dec. 7 in Hot Springs, Ark.

Mr. Bennett also said many replies had been received to the letter sent out by direction of the national executive committee asking for opinions of state bodies on the question. While there is some divergence of viewpoint, the majority agree that something should be done and done quickly about it.

Some Dissenters

The dissenters give as a reason for opposition to the revising fear of complication due to court decisions construing the present standard policy and recognition of the difficulty of bringing about uniformity through adoption in all of the states. However, there is practically unanimous agreement among those favoring change, with most of them feeling that above all the policy should be clarified as to cigarette losses and if they are to be excluded the policy should indicate as much.

Another recommendation includes: Uniformity of practice on cancellation and settlement of whether it must be effected through registered mail, some agents feeling that considerable saving is effected when the requirement is absent; another suggestion is the use of lighter weight bond paper and simplification of form as well as legible printing, in the physical makeup of the policy; abandonment of the fallen building clause since it is consistently waived following major catastrophes.

Two other important suggestions were those that the insuring clause should include coverage of direct loss by lightning as state laws require inclusion of lightning in the standard fire policy; hence it seems unnecessary to attach a lightning clause when the insuring clause could easily embody it; it has also been suggested that prohibition against other insurance should be removed, since it is practically always waived by means of endorsement.

Mortgage Clause Change

Mr. Bennett also said there have been some favoring the change in the mortgage clause which he had recently proposed which would embody a covenant, not just an option, that the mortgagee should pay the premium in cases where the mortgagor is in default. Also the question of automatic cancellation for non-payment of premium has been brought up again.

Mr. Bennett in conclusion warned that the meeting of the insurance com-

(CONTINUED ON PAGE 20)

Grain Growers Cooperative's Cut Rate Offer Stirs Coast

COMMISSIONER TAKES ACTION

Pearl Assurance Ordered to Cancel Its Policy—Organization Has No License to Solicit Business

OLYMPIA, WASH., Dec. 2.—The Pearl Assurance has been ordered by the Washington department to cancel the policy which it issued to the North Pacific Grain Growers, Inc. Under this contract there was \$1,500,000 coverage on grain or property of members while stored in warehouses. The department acted on the ground that less than published rates were charged.

SEATTLE, WASH., Dec. 2.—Insurance organizations of the three Pacific northwest states have launched a vigorous campaign against a plan of the North Pacific Grain Growers, Inc., a cooperative with headquarters at Spokane, for placing insurance on stored grain at rates far below those now in use. The cooperative sent out a letter to each of its 7,500 members in Washington, Oregon and Idaho soliciting the business at 48 cents per \$100, which is considered far below the average rate. In Washington the rate varies according to location. The letter from the cooperative stated that the coverage would be written.

(CONTINUED ON PAGE 38)

M. J. Harrison to Be New Arkansas Commissioner



M. J. HARRISON

LITTLE ROCK, Dec. 2.—M. J. Harrison, assistant commissioner of insurance in 1919-1924 and commissioner in 1924-1925, is the choice of Carl E. Bailey, governor-elect, for appointment to the office when he becomes chief executive in January. The selection was officially announced in a statement relative to appointments.

(CONTINUED ON PAGE 38)

Marine Term Plan Is Up in Chicago

I. M. U. A. Personal Property Floater Committee Holds Executive Meeting There

COMPETITION IS FELT

Report Pact with Non-organization Companies May Be Negotiated to End Strife

Competition of outside marine companies over the personal property floater, similar to the issue which has disturbed St. Louis for several years, has become sufficiently acute in Chicago that a committee of the Inland Marine Underwriters Association was meeting there this week to secure data and opinions on a moot point that caused great internal strife in the I. M. U. A. a year or so ago, with the threatened resignation of several companies.

This issue is whether I. M. U. A. companies shall write the personal property floater on a three-year term basis at two and a half annual premiums in order to check the inroads of the outsiders which have been offering this inducement to assured and brokers.

Ask Glidden for Information

The personal property floater committee, headed by Chairman J. L. Powell, called Manager Jay S. Glidden of the Chicago Board to the executive session held in the Palmer House to inquire for information on a board rule regarding eligibility of outsiders under the joint personal property floater agreement between the two organizations. This, it is believed, is with a view of seeking some pact with the non-Chicago Board-non-I. M. U. A. companies that are skimming the cream of the business there. In fact there were reports that representatives of these companies conferred with the I. M. U. A. committee.

It is recognized that the powerful I. M. U. A. if it is set out to hold this floater business would have a very great advantage over the few companies to which this business has been gravitating in Chicago, for its companies probably could cut deeper and hold out longer than the others. However, to do so would make this business very unprofitable.

Fire Underwriters Opposed

The three-year term plan has drawn fire consistently in the I. M. U. A. ever since it was organized. The marine underwriters, it is said, are not opposed to the suggestion, for the nature of this business makes every underwriter stand very largely on his own feet. The marine men are accustomed to do what is necessary to get the business.

Fire departments of I. M. U. A. companies, however, feel very differently, although the three-year term plan is an

(CONTINUED ON PAGE 20)

Study Decisions on the Civil Authority Question

WATCH THE VIENNA, ILL., CASE

Find Courts Vary in Determining Liability Where Dynamite Is Used to Halt Spread of Fire

Companies that had liability in Vienna, Ill., have been investigating legal decisions as to liability of insurers for loss caused by dynamiting to prevent the spread of fire. In Vienna, a heavy charge of dynamite was set off, causing serious damage to several structures in the town and resulting in the breakage of all the glass in the square.

In Vienna, the report is that the mayor ordered the dynamiting to be done. If that is true, there would seem to be no doubt but that it was on order of civil authority. Some cases have turned on whether or not the person or persons constitute a civil authority. In the case of American Central vs. Stearns Lumber Company, 145 Ky. 255, in trying to arrest a rioter, a deputy marshal intentionally set fire to the house to facilitate the rioter's arrest, and it was held that the loss was from the act of a deputy marshal and that he had no authority to burn houses as an incident to making an arrest, and, therefore, it was not the order of any civil authority, wherefor liability existed on the policy.

Georgia Decision Given

In Westchester Fire vs. Bell, 107 S. E., 186, 13 A. L. R. 880, a Georgia supreme court decision, the policy contained the usual exclusions regarding acts of civil authority and loss by explosion. Dynamite was used by the fire department for blowing up the neighboring buildings to prevent the spread of a conflagration which threatened to burn the injured building, and the concussion destroyed plastering and broke glass. A judgment for the insured was reversed by the supreme court which said: "The overwhelming weight of authority is to the effect that such a loss falls within the exception, and that the company is not liable."

In 1928 the Alabama supreme court considered the case of Cook vs. Continental, 124 So. 239, 65 A. L. R. 921, the policy having contained the usual exclusions. A fire in progress was being blown by the wind in the direction of the assured's building and the fire department in Montgomery exploded some dynamite under this neighboring building. The concussion caused the damage for which the assured claimed compensation. There was no loss by burning. The court affirmed judgment for the insurer in the first instance and then on a rehearing wrote an opinion about three times as long as the first one and finally held that there could be no doubt that when fire precedes an explosion and spreads to the insured's building and there causes an explosion, the insurer is liable and that in the absence of an exception which excludes the hazard, a like liability follows when explosives are used as a means of stopping the spread of fire "such loss being adjudged the mere incident of the fire like that resulting from the use of water, chemicals, or other agencies to prevent the spread of fire." The court then reversed the judgment for the insurer, which had been entered for it in the trial court.

Special Justice Named

Under the provisions of the Alabama code, the governor appointed a special justice who also wrote an opinion in which he contended that the use of the dynamite under the circumstances was the same as using water or any other agency to extinguish an existing fire, and that the resulting damage was direct loss and damage by fire.

Three judges wrote an opinion dissenting from that written by the court after the rehearing.

Holds Two Offices



H. EDWARD REEVES

H. Edward Reeves, vice-president Joyce & Co. of Chicago, in the last six weeks has been elected to two important posts in agents organizations in Illinois, as he has been chosen chairman of the Chicago Insurance Agents Association and third vice-president of the Illinois Association of Insurance Agents. He has been active in insurance organizations and has been in the business for 18 years, 15 of which have been spent with Joyce & Co.

Adjustment Bureau Makes General Changes in Staff

SAN FRANCISCO, Dec. 2.—To meet the continuous increase in demand for services of staff adjusters under its plan adopted in 1934 of serving fire, automobile, casualty and special risk claims by trained adjusters within easy reach, the Pacific Coast department of the Fire Companies Adjustment Bureau has made several changes and additions to the staff.

H. L. Smith, Fresno, Cal., branch office, is transferred to the Spokane, Wash., branch to succeed J. B. Hamil-

Wants Commissioners Body Made Far More Cohesive

YETKA MAKES A SUGGESTION

Superintendent Pink, Chairman Executive Committee, Puts the Subject on Agenda for Discussion

ST. PAUL, MINN., Dec. 2.—When the National Association of Insurance Commissioners convenes at Hot Springs, Ark., the coming week the members will be urged to take some action to make the organization more cohesive.

Commissioner Yetka of Minnesota has made this suggestion to Superintendent Pink of New York, chairman of the executive committee, and he has agreed to put it on the agenda. He has written Mr. Yetka that he considers the suggestion a worth-while one. It is scheduled to come up at the first session of the committee.

Although Commissioner Yetka did not say so, it is generally believed that his proposal is the direct outcome of the Pacific Mutual Life affair. At any rate he believes the national association is not closely enough knit to handle emergencies when they develop.

The Minnesota commissioner, in company with Clyde Helm, secretary of the Insurance Federation of Minnesota, leaves late this week for Hot Springs, making the trip by motor.

ton, recently promoted to manager at Tacoma, Wash. Mr. Smith will be associated with Branch Manager A. S. Juniper. H. W. Adler, for 11 years with the Fresno branch, is advanced to manager there, and W. R. Hamann, for 15 years with the Underwriters Adjusting at Davenport, Ia., has been appointed on the Fresno staff associated with Mr. Adler.

Automobile, casualty and special risk claims at Salt Lake City will be handled by J. F. Sutcliffe, who has been located at Spokane, as territorial representative for the Swett & Crawford general agency of the Pacific Indemnity. R. H. Hansen has been appointed at Sacramento, Cal., to handle automobile casualty claims. He has been connected with a large company for eight years.

Wisconsin Agents Conduct Regional Board Conference

MEETING IS FIRST OF SERIES

Relations With Companies, Public Business Placement, Collective Action Discussed at Fond du Lac

FOND DU LAC, Dec. 2.—With an attendance of 52 representatives of fire, casualty and surety in 18 cities in eastern Wisconsin, the Wisconsin Association of Insurance Agents held the first of a series of local board regional conferences here. The meeting was held for a round table discussion of problems of organizing, maintaining and successful operating local boards and county units of local agents and of underwriting problems in various communities.

For more than a year, organization activities in various parts of Wisconsin have been carried on by field men of the Wisconsin Fire Underwriters Association in cooperation with the local agents' organization. There are now 47 local and county units formed in more than 50 counties, several units including two or three counties. While organization efforts are to be continued until the entire state is organized, both local agents and field men are making every effort to aid the newer boards in problems of maintaining and operating such boards on a successful basis.

Represent Wisconsin Body

Representing the Wisconsin agents association at the conference were Hugh Bird, Beaver Dam, president; W. C. Thornton, Fond du Lac, vice-president who acted as local chairman; Charles Hejda, Manitowoc, chairman, and Monroe Porth, Milwaukee, member of the executive committee; Fred J. Lewis, Milwaukee, national councillor for Wisconsin, and J. G. Grundle, Milwaukee, secretary-treasurer. The field men's association was represented by Thomas Larkins, Hartford Fire, president; A. G. Meredith, Fire Association of Philadelphia, immediate past president, and Harvey Girard, Providence Washington, chairman of the public relations committee in charge of county organization work.

The conference was devoted entirely to discussions. In presenting Chairman Thornton, President Bird discussed briefly the local board organization activity of the state association and told of plans for other regional meetings. Another meeting is scheduled for the central district at Madison in February, and in the western district at Eau Claire in June. Several others may be added to make it most convenient for local agents to gather in conveniently located cities. The plan, according to Mr. Bird, is to bring the association to the local agents who are unable to attend state (CONTINUED ON PAGE 25)

THE WEEK IN INSURANCE

R. A. Thomasson retires as assistant United States manager North British after 37 years' service. **Page 3**

Pacific northwest aroused over activities of cooperative in soliciting insurance at cut rates on stored grain of 7,500 members. **Page 3**

Insurance men eye commissioners' convention for proposed changes in standard fire policy. **Page 3**

Term plan, possibility of peace pact with non-organization companies on sale of personal property floater in Chicago, considered by Inland Marine Underwriters Association committee in Chicago. **Page 3**

Strong federation for legislative season to secure qualification law proposed by South Dakota Agents Association at annual gathering. **Page 5**

Affairs of Manufacturing Lumbermen's Underwriters are found to be in tangled shape. **Page 5**

Preventive engineering committee of the Air Hygiene Foundation presents interesting report on prevention of dangerous concentration of dust in industry. **Page 31**

Wisconsin Association of Insurance Agents holds first local board regional conference, at Fond du Lac. **Page 4**

Truck rates changed in Oklahoma. **Page 30**

Colorado agents and brokers cannot place business with Lloyds and other non-admitted companies. **Page 29**

Col. H. P. Dunham, vice-president of the American Surety and New York Casualty gave a dinner in New York Wednesday evening which a number of notables attended. **Page 32**

Central Mutual of Chicago is ordered to cease writing of new business and plans are under way for the formation of a new company to take its place. **Page 29**

F. M. Chandler resigns as secretary of the Central Mutual of Chicago to become superintendent of agencies of the Auto Mutual Indemnity of New York. **Page 32**

London Lloyds approves agreement with Illinois representatives under which latter will put up \$5,000 each in trust as bond to handle business properly. **Page 29**

Surprise dinner marks 20th anniversary of J. F. Mitchell, U. S. manager, with the General Accident. **Page 31**

Harry H. Wadsworth reelected president of Insurance Federation of America at annual meeting in New York. **Page 29**

The W. E. Lord agency of Cincinnati devises a unique contest for health and accident production. **Page 32**

P. W. A. Fitzsimmons, president Michigan Mutual Liability of Detroit, dies in a hospital in Jerusalem. **Page 31**

"Specifications" Issued on "Addition" to Home

Don S. Davis, Indiana special agent of the Royal, recently originated a unique announcement of the arrival in his home of a baby girl. It was in the form of a four-page, blueprint folder, the first page carrying this wording: "Plans & Specifications for Addition to the Home of Davis to Be Known as Joan Alayne Davis—Cooperative Project, No. 1 (No Federal Funds)." "Specifications" on the third page are as follows: "Sex, weaker (?); weight, six lbs. 11½ oz.; color, fair; skin, soft; hair, light brown; eyes, blue; hands, mother's (fortunately); feet, father's (unfortunately); voice, well developed. D. & D. Davis, Incorporated, Architects & Builders." The second page carried an architect's sketch of the "project," drawn to scale.

Plan Federation in South Dakota

Agents Association Favors Strong Alliance for Legislative Season

HOLD ANNUAL GATHERING

All Officers Reelected at Aberdeen Meeting—Move for New Qualification Law

ABERDEEN, S. D., Dec. 2.—The South Dakota Fire & Casualty Insurance Agents went on record at the annual convention here in favor of a strong state federation of all insurance groups in preparation for the 1937 legislature, with at least one announced objective—a resident agents law.

The desired legislation, announced in a convention address by Miner E. Shaw of Sioux Falls, vice-president, would pay a commission to a licensed local agent for every policy written on property in South Dakota. It would divert to state insurers an estimated \$50,000 to \$75,000, which goes annually to brokers outside the state.

Scope Being Broadened

While conventionites unanimously approved a resolution in favor of a state federation, the body also approved a resolution which would give local agents in the state an opportunity for the first time to become affiliated with the National Association of Insurance Agents as a group. The convention, which drew near 100 delegates from the four corners of the state, ended with a banquet at which Arthur Dunbar of Omaha, member executive committee National association, was featured speaker.

The officers were unanimously reelected, led by A. N. Hoffman, Aberdeen, president; Miner Shaw, vice-president; G. V. Robertson, Aberdeen, secretary-treasurer. Two directors at large were elected: F. H. Leach, Yankton, and A. A. Morris, Rapid City.

(CONTINUED ON PAGE 38)

W. A. Schneider Continues on Standard Mortgage Form

W. A. Schneider of Albert Schneider & Sons of Kankakee, Ill., has got into quite an epistolary controversy with Secretary W. H. Bennett of the National Association of Insurance Agents on the standard mortgage clause. Mr. Schneider objected to Mr. Bennett's advocating the broadening of this clause. Mr. Bennett in a letter to Mr. Schneider calls attention to another correspondent who believes that Mr. Bennett has not gone far enough in order to protect the business on the books of an agent. This correspondent suggests that the HOLC policy of demanding a paid invoice before acceptance of a policy be put into general effect.

Mr. Bennett states that it seems to him that therefore the Schneider agency is in a different position from the average. Mr. Bennett does not believe that the case which Mr. Schneider cited in his first letter of a mortgage for \$1,000 on property worth \$10,000 is typical. He says that a loan of that kind is rare and would not be the basis on which to reach any conclusion as to the advisability of changing the standard mortgage clause so as to make it a covenant on the part of the mortgagee to pay the premium if the mortgagor fails to do so.

Comment By Mr. Schneider

Mr. Schneider in a rejoinder says: "Perhaps I have missed some of the fundamentals of the insurance agency business but I believe that the compensation that we agents receive, represents payment for the following services:

- "1. Preparation for intelligently handling the job (education).
- "2. Securing the order for the business (selling).
- "3. Issuing the contract to provide the desired indemnity (execution).
- "4. Collecting the premium from the assured and remitting net to company (collection).
- "5. Consideration of the needs of the assured, assistance with claims and protection of the company's proper interests (service).

"In my opinion all five of these items are essentials and if the agent evades any one of them he is being compensated for services which he does not render, and the eventual result will be

either less compensation or elimination of the American agency system.

"There is a type of agent who needs protection from his own laziness. He feels that regardless of how he first acquired the business, no other agent should thereafter be permitted to solicit it and some agents would like to prohibit the insured himself from placing the business elsewhere. It is their idea of what is meant by 'ownership of expirations.'

Agents and Credit

"You state that another correspondent thinks that mortgagees should demand a paid invoice when accepting a policy. Well, that would take care of the mortgagee and I am sure that any building and loan association or other mortgagee is quite at liberty to adopt such a plan if it wants to do so. However, that does not solve the agents' problem of collection and there are hundreds of agents who had pressure brought to bear on them to mark the invoice 'paid' in order to permit the closing of an HOLC loan. Some of these premiums have since been paid but many will never be paid. I maintain that if an agent is himself financially responsible, it should be his privilege to trust his clients for premiums written for them and it should also be his privilege to refuse credit and refuse to write insurance where he regards the credit risk to be unsound, just as any merchant will refuse to open a charge account for merchandise where the credit risk is unsatisfactory to him.

"You suggest that the example I quote, of a \$1,000 mortgage on property worth \$10,000, is a rare situation. I would say that it was not typical, but by no means rare and that many property owners have, during the past six years, encumbered their previously clear titles with small mortgages, the proceeds being used for taxes and for minimum repairs. I would suggest that you are holding the picture of HOLC and other distress mortgage financing so close before your eyes that you cannot see the average or normal situation in the mortgage field. In the average case the property owner has a very sizable equity or interest in the property and should not be governed by rules which

Reciprocal Matter in Tangled Shape

Action Started by Group of Subscribers Brings About Stalemate

AUDIT IS BEING PUSHED

Much Interest in What Will be Done in Case of Manufacturing Lumbermen's Underwriters

KANSAS CITY, Dec. 2.—The Manufacturing Lumbermen's Underwriters has filed a voluntary petition in bankruptcy in federal court. H. W. Monahan, vice-president Rankin-Benedict, is appointed receiver and has qualified with \$25,000 bond.

KANSAS CITY, Dec. 2.—There has been some talk of reinsuring the business of the Manufacturing Lumbermen's Underwriters, now being examined by Superintendent O'Malley, assisted by the Oklahoma, Iowa and Illinois departments. That U. S. Epperson Underwriters might take over the participating business, and the Pearl might reinsure the general business, is one possibility suggested but not confirmed.

However, the answer filed Nov. 20 by Charles M. Howell for eight participating subscribers raises issues which will have to be settled before any sort of action can be taken in connection with the business. Mr. O'Malley is in practical control of the situation, and until he completes examining the books of Manufacturing Lumbermen's and of Rankin-Benedict, the attorney-in-fact, probably no other steps of a practical nature can be taken. He is in charge under authority of a temporary receivership, asked by him after rumors began to cause sub-

(CONTINUED ON PAGE 39)

a few people feel should be mandatory in distress cases."

ARKANSAS AGENTS ON COMMISSIONERS COMMITTEES



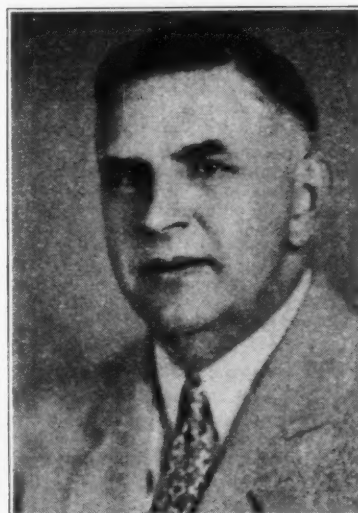
ALLAN KENNEDY, Fort Smith

Arkansas local agents are taking a prominent part in the entertainment of the National Association of Insurance Commissioners at its mid-winter meeting in Hot Springs starting next Mon-



LOUIS ROSEN, Little Rock

day. Allan Kennedy of Fort Smith is chairman of the reception committee. Associated with him are Pinchback Taylor of Pine Bluff; M. C. Hickman, Hot Springs; D. Burgauer, Hot Springs; D.



PINCHBACK TAYLOR, Pine Bluff

O. Sims, Hot Springs; Louis Rosen, Little Rock; J. R. Donham, Little Rock. C. C. Mitchener of Marianna and Eric Rogers of Jonesboro are members of the registration committee. Other agency



ERIC ROGERS, Jonesboro

committeemen are J. W. Dodson, W. F. Lake and J. O. Langley, Hot Springs; S. M. Dent, Little Rock. J. K. Shepherd and J. Gilbert Leigh, Little Rock general agents, are also on the committees.

NEWS OF FIELD MEN

Royal-L. & L. & G. Shifts Murphey Now General Agent

M. S. Reeves Newark Manager of Both Groups—Many Field Transfers Announced

M. S. Reeves has been appointed Newark manager for the Liverpool group. He takes the place left vacant by the death of Fred H. Walker. Mr. Reeves has been manager of the Royal group at Newark and continues in that post.

A native of Charleston, S. C., Mr. Reeves attended Clemson College. He entered the insurance business through the engineering department and joined the L. & L. & G. as special agent in New York state in 1921. Previously he had been connected with the Pennsylvania Fire. In 1924 he went to the New York office of the Liverpool and in 1931 was named manager of the southeastern department. He became Newark manager for the Royal in January, 1935.

Other Changes and Transfers

To permit his devoting additional time to developing business for the L. & L. & G., Special Agent J. W. Short has been relieved of supervisory responsibilities for the Star and Federal Union. The interests of those companies in the Newark field henceforward will be in charge of Special Agent J. O. Caesar.

Special Agent J. J. Ward, who has been with the Newark office since 1919, will be transferred to the special service department in New York City, and his field duties assumed by W. T. Spiegelberg, transferred from Columbia, S. C.

A. R. Frank, previously in charge of special lines in the local department at Newark, will have charge of non-policy writing agents in the Newark field.

As of Dec. 1, H. C. Porter, Jr., was transferred from the special service department to Columbia, S. C., as state agent for the Liverpool group, this change following the transfer of Mr. Spiegelberg to Newark.

In the west Special Representative S. F. Clarke, heretofore at Minneapolis, has been transferred to Chicago, where he will have jurisdiction over a portion of the territory formerly looked after by the late Special Agent G. G. Jones. Special Agent James Garner has been called from Utica to serve as an underwriter in the brokerage department at the New York City headquarters.

Shepler Is Indiana State Agent for Norwich Union

W. A. Shepler has been appointed Indiana state agent of the Norwich Union Fire and Eagle Fire of New York. Mr. Shepler will supervise the territory previously traveled by K. S. Ogilvie and L. E. Driscoll. Mr. Ogilvie was recently called to the United States head office as manager of the western and southern departments, while Mr. Driscoll, as state agent in Kentucky and Tennessee, with office at Louisville, will henceforth restrict his activities to those states. Mr. Ogilvie, in addition to Indiana, was formerly responsible for Chicago and St. Louis. L. C. Thoelecke has been appointed as his successor in those two cities.

Mr. Shepler will have headquarters in Indianapolis.

Bothwell Sent to Michigan

R. J. Bothwell is appointed Michigan state agent of the Fidelity-Phoenix Fire and the First American Fire succeeding Harry J. Hunter, who recently died. His headquarters will be 204 South Jackson Street, Jackson. He has grown up from office boy to examiner in the western department of the America Fore organization.

C. Parker Smilie Is Shifted to Georgia from Alabama to Travel for Fire Association

Lyman C. Murphey of Atlanta, for many years special agent of the Fireman's Fund and more recently with the Fire Association, has resigned to become general agent for the Southern Fire of New York and World Fire & Marine for Georgia. He will have offices in the Trust Company of Georgia building, Atlanta.

C. Parker Smilie, special agent of the Fire Association in Alabama, has been transferred to Georgia to succeed Mr. Murphey. Mr. Smilie will have his office in the southern department in the Trust Company of Georgia building.

Berry Wisconsin State Agent

Succeeds the Late C. E. Hayne in Wisconsin for the Continental and American Eagle

W. H. Berry is appointed Wisconsin state agent of the Continental and the American Eagle Fire to succeed the late State Agent C. E. Hayne. His headquarters will be 125 E. Wells St., Milwaukee. Mr. Berry is a graduate of Armour Institute in its fire insurance engineering course, was employed for several years as rating engineer with the Missouri Inspection Bureau and has for the past two years been connected with the America Fore engineering staff in its western department.

Form Wichita, Kan., Auxiliary

"The Women of the Blue Goose" is the organization name of the auxiliary of the Sunflower (Wichita) puddle. Mrs. C. C. Crow has been elected president; Mrs. Frank Beazley, vice-president, and Mrs. B. J. Weldon, secretary-treasurer. Monthly luncheon meetings are to be held. There are 26 charter members.

H. G. Updegraff of Topeka, secretary Kansas Fire Prevention Association and Royal state agent, was guest at the Sunflower puddle meeting in Wichita. Two new officers have been named to fill vacancies, Hugh Coldwell, state agent Commercial Union, being named bouncer and Lloyd Greer of the Royal, croaker.

W. C. Cecil with American

The American announces the appointment of W. C. Cecil as special agent in Texas replacing Frank L. Brackney, resigned. Carl M. Hunt, state agent, and Fred H. Adams, special agent, continue in their present positions.

Educated in the Universities of Arkansas and Oklahoma, Mr. Cecil has been employed for the past four years by C. M. Ragland & Co., agents at Paris, Tex., where his duties consisted of making inspections, adjusting losses and soliciting business.

Mr. Cecil will office with the others in the Gulf States Life building at Dallas.

Will Resume After Holidays

The Special Agents Association of the Pacific Northwest will resume its series of educational meetings for local agents throughout Washington after the holidays.

Spaid Goes to Washington, D. C.

O. M. Spaid, who for the last year has been underwriter for the Grain Dealers National Mutual Fire of Indianapolis, has been appointed manager of the National Mutual Association, which has opened headquarters at 1220 Shoreham building, Washington, D. C. This is a

group of mutual companies that have opened a production office there. Mr. Spaid had been operating a local agency in Fort Wayne before going with the Grain Dealers. Prior to that he was special agent of the Travelers Fire in northern Indiana.

Harder with Godchaux & Mayer

Godchaux & Mayer of New Orleans, well known general agents, have appointed E. O. Harder, Jr., engineer and special agent. He has been connected with the Louisiana Rating & Fire Prevention Bureau as engineer. He will travel in Louisiana and Mississippi in conjunction with Senior Special Agent L. E. Vauthier. Mr. Harder will have headquarters at Shreveport.

Ohio Blue Goose Dinner Dance

The Ohio Blue Goose will give a dinner dance Dec. 7 in Columbus. E. F. Gallagher of the Ohio Inspection Bureau is chairman of the committee on arrangements. The field club will hold its December meeting the following day.

Idaho-Utah Joint Meeting

The Idaho-Utah Blue Goose met in Boise, Idaho, for a joint banquet and entertainment. So successful was the event that it will be the first of a series of similar ones during the winter, according to Wielder Albert Esray.

Posthill Succeeds Robinson

In succession to the late A. S. Robinson, the Northern Assurance has appointed T. W. Posthill special agent for New York State outside the suburban territory. Mr. Posthill, who will make headquarters at Syracuse, comes to his new connection from the Great American, for which he traveled part of the state for several years. Following his graduation from Syracuse University, he joined the staff of the New York Fire Insurance Rating Organization, after which he made a company connection.

Hartford Illinois Men Gather

The Illinois field organization of the Hartford Fire and Hartford Accident gathered at St. Charles, Ill., for a two-day conference with western department officials. This is an annual get together. State Agent F. W. Sundlof of the Hartford Fire presided.

Schmutte in New Post

G. W. Schmutte, for several years with the Indiana Audit Bureau, has resigned to become Indiana special agent of the Allemannia, succeeding J. W. Besterman, who recently went with the Rhode Island.

Tells Fire Department Work

Ralph Lyman of the emergency squad of the Des Moines fire department, addressed the luncheon meeting of the Iowa Blue Goose, telling of the work of the squad. He was introduced by A. M. Upham. Most Loyal Gander N. P. McGovern reminded members of the party to be given Dec. 5 by the ladies of the Blue Goose.

Missouri Inspection Schedule

The Missouri Fire Prevention Association will inspect Monett the week of Jan. 25 and Pleasant Hill the week of Feb. 22. The tentative schedule also includes Savannah the week of March 22 and Lebanon the week of April 19.

Field Notes

The California Blue Goose will hold its annual dinner-dance Dec. 11 in Los Angeles.

The women's auxiliary of the Wisconsin Blue Goose held its monthly meeting in Milwaukee. About 30 attended.

The California department is now examining the Capital Fire, Farmers Mutual Fire of Mendocino county, First Reinsurance of California, Humboldt County Fire and Orange County Farmers Mutual Fire.

CHICAGO

FARRELL TAKES NEW QUARTERS

Andrew J. Farrell, well known Chicago insurance attorney has moved to larger offices in Room A-1022 Insurance Exchange building. He has associated with him A. J. Moore. Mr. Farrell is counsel for the Great Lakes Casualty and specializes in handling of trial work for a number of other companies.

* * *

REELECT HAIL OFFICERS

All officers, headed by J. H. Macfarlane, secretary of the America Fore, were reelected at the annual meeting of the Western Hail Association in Chicago Tuesday. The meeting of the entire membership followed a session of the executive committee at which the report that had been submitted by the advisory committee was adopted. Only minor changes were decided upon. The volume of hail business, due to the drought, was about 10 percent less during the 1936 season than the 1935 writings. The loss ratio was less than 40 percent.

L. J. Braddock, North America, is vice-president; W. H. Lininger, Springfield, secretary, and H. W. Chesley, Western Underwriters Association, assistant secretary.

Those attending from outside Chicago were Everett Tanner of Rockford, Ill., executive assistant in the western department of the Security of New Haven, and Owen Lee of Lexington, Ky., manager Tobacco Hail Adjustment Bureau.

* * *

C. & F. TO HONOR HOSMER & CO.

Plans are being formulated by Crum & Forster for a celebration in Chicago Dec. 16 honoring R. W. Hosmer & Co., which on that day will observe its 50th anniversary as a representative of the North River. R. I. Read, manager of the brokerage department of Crum & Forster in Chicago, is in charge of arrangements, which contemplate an informal dinner and presentation of some token of the agency's half century of representation. Tentative plans call for the presence of President J. Lester Parsons, Vice-president Harold Junker and David G. Wakeman, vice-president and secretary. Hosmer & Co.'s original commission which hangs in the agency office is signed by John B. Hall, who then was president.

* * *

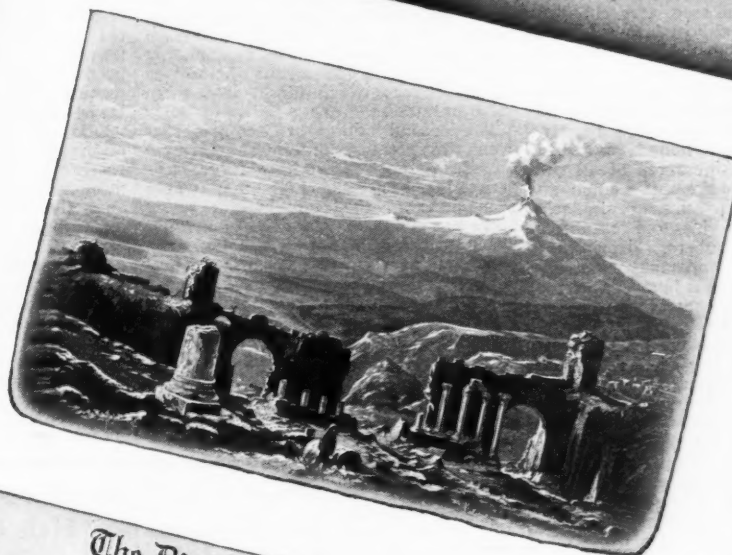
BATTY REJOINS LLOYD-THOMAS

Richard H. Batty has rejoined the Lloyd-Thomas Co., appraisers in Chicago, as contracting engineer. He will make a specialty of cooperating with insurance men. Mr. Batty was formerly with the Lloyd-Thomas Co. In addition to his appraisal knowledge, he has had several years of practical insurance sales work.

In returning to the appraisal field, Mr. Batty finds the situation to be entirely different than it was two or three years ago. "Most industrial concerns," Mr. Batty stated, "have not had any sort of appraisal of their values made for some three to five years. In fact, a few years ago if an appraisal were made it would usually indicate a decline in values with the result that the amount of insurance carried would be reduced."

"Today the situation is exactly reversed. Any thoroughgoing appraisal will reveal that an insufficient amount of insurance is being carried, that values have considerably advanced and that the definite need for insurance protection exists. To me this means that there is a big opportunity for insurance men to increase their earnings through the intelligent use and recommendation of appraisals."

Dick Cole, formerly with a general agency in Salt Lake City, has opened an insurance agency in the Couch building, Portland, Ore.



The Directors and Officers of the
Aetna Insurance Company
of Hartford, Connecticut
wish its agents and their staffs
a very Merry Christmas and
a Happy New Year

1936
1937

W. Russell Cain
President

The Aetna Fire Group . . HARTFORD, CONN.

ÆTNA INSURANCE COMPANY . . THE WORLD FIRE AND MARINE INSURANCE CO.

THE CENTURY INDEMNITY COMPANY . . PIEDMONT FIRE INSURANCE COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

CHARLOTTE, N. C.

Fred Moore Is Honored on His 50th Year in Business

An unusual series of demonstrations of affection and esteem for Frederick W. Moore, senior member of Moore, Case, Lyman & Hubbard of Chicago on his 50th anniversary with the agency was held for two days this week. Many company officials attended, five flying to Chicago, and returning to their offices by air after the functions. There were two luncheons attended by many dignitaries, and an informal gathering of the entire Moore, Case staff of employees and brokers at which gifts commemorating the occasion were presented. A vast amount of floral offerings by friends and associates changed the business office almost into a bower, in the midst of which Mr. Moore received congratulations from a host of friends and well wishers. The functions started off with the staff gathering at which there was presented to Mr. Moore a red morocco bound engrossed volume containing signatures of all the staff. The office brokers presented an engrossed framed parchment similarly reminding him of his old producer friends. Firm members, department heads, staff brokers and many company officials then attended a luncheon at the Union League Club at which J. K. Walker of the firm presided. Vice-president F. C. White of the Hartford Fire, President Bigelow of the St. Paul F. & M., A. G. Dugan, general agent of the Hartford's western department in Chicago, W. J. Sonnen, who recently retired as manager for the St. Paul in Chicago, and George Griffin, a retired associate partner of Moore, Case and a veteran of 52 years in the office, were among the speakers, Mr. Moore responding with emotion. The Hartford officials the next day were hosts at a luncheon for Mr. Moore at which he was presented the company's 50 year medal.

New Business Campaign

A feature of the office celebration was the opening of a large birthday "cake" which, it developed, was a pasteboard sham containing a large pile of special order forms representing \$85,000 of premiums written in the period Nov. 15-Dec. 1 especially in Mr. Moore's honor. This new business was contributed not merely by regular producers of the office, but by employees and many friends outside the office. An interesting exhibit was prepared consisting of many historical relics collected in the history of the office, including a scrap book of venerable news items, old pictures of various firm members, etc.

Explains Obsolescence Cover

PHILADELPHIA, Dec. 2.—Prominent Philadelphia insurance officials were present when Dr. Hans Heymann of Berlin lectured on property life insurance before the insurance class of Dr. S. S. Huebner at the Wharton School of Finance of University of Pennsylvania. Among those present were Frederick Richardson, managing director and United States attorney General Accident; John O. Platt, vice-president North America; J. V. Herd, vice-president Fire Association; C. T. Monk, president Philadelphia Insurance Agents Association, and C. T. Monk, Jr.

Dr. Heymann wants to form an insurance company to handle risk insurance to cover repairs and life insurance to cover against depreciation, obsolescence and deterioration of buildings, machinery, etc.

A bill has been laid before the committee for the 1937 New York insurance law revision to provide for insuring all kinds of buildings, including appurtenances against loss or damage, including loss of use by reason of depreciation and deterioration, caused by sinking of parts of the building, sub-soil water, cracks in ceilings, supporting walls, or pillars, leakage in roofing, etc.

He declared in the event of a fire ob-

Some Observations Directed to Canadian Situation

By RALPH E. RICHMAN

Two factors in Canada make it unusually difficult to get under way any plans for correcting the confused conditions in the fire insurance field there. One of these is that many Canadian managers are paid on a profit sharing or bonus basis. Thus they are oftentimes approaching problems more nearly from the viewpoint of general agents, rather than as company officials. Inevitably, their own profit or bonus return looms up in a large way and prevents them from operating as a company manager might operate in committing themselves to any moves which might lose them some business.

The second important factor is that even the greatest premium return in Canada is not exceedingly large. Expense ratios are so high that where a manager in the states might waive some premiums for the sake of upholding a principle which in the long run benefited the company, because the immediate loss of the premiums would not be fatal to profit, the Canadian manager might hesitate or refuse to cast aside these premiums because their loss would be immediately fatal to profit as well as to his official head.

Much of the business of Canada is done by companies whose head offices are in England, the states or other coun-

tries outside the Dominion. Consequently, there is not a first-hand dealing with Canadian problems by head office officials. These officials come in to Canada to visit their local managers; and sometimes do not take a very serious interest in the basic problems of the business there. They concentrate their attention on the profit and loss account when on their visits to the exclusion of an attempt to solve some of the underlying difficulties, which if removed, might increase profits to a greater extent than all of their unusual particularized efforts in that direction. It is probably too much to hope that major officials from the home offices might get together sometime either directly or indirectly through the Dominion Board of Underwriters and take an active and aggressive part in pushing through some of the needed reforms. Some believe that no real progress will be made toward Canadian improvement until the home office officials take over the responsibility for the steps necessary to correction. This view is taken because it is said that it will not be possible to get local managers and chief agents to take a true company attitude without knowing that the company itself is sharing equally in the responsibilities for the effects of the decision.

solence insurance would cover against the loss for depreciation only.

"The problem of mortgage guarantee insurance," Dr. Heymann said, "as well as the problem of mortgage banks cannot be solved in the present disorganized state of building construction and mortgage business. A complete reorganization of the financial part of building property must first take place.

"When this reorganization is carried out by the mechanism of property life insurance, only then one can begin the creation of mortgage banks and with rehabilitation of mortgage guarantee insurance."

J. F. Diefendorf Is Retiring

NEW YORK, Dec. 2.—J. F. Diefendorf, chief examiner of the miscellaneous bureau of the New York department, and connected with the office since 1897, will retire at the close of the year. Superintendent Pink in accepting the resignation recalled that Mr. Diefendorf had served nearly 39 years under 13 superintendents. He entered the department as a clerk in the actuarial bureau in Albany. In 1906 he was appointed an examiner and in 1911 he was designated a chief examiner.

"It is hard to realize," Mr. Pink wrote to Mr. Diefendorf, "that you have been associated with the department during half of the period of its existence. The wide experience which you have gained through all these years has been an invaluable asset to the department and your retirement will create a gap in our ranks which it will be very difficult to fill."

California Directors Named

SAN FRANCISCO, Dec. 2.—In line with the usual custom of reappointing at least half the 12 directors of the California Association of Insurance Agents, President G. C. Appleton reappointed these directors: H. I. Callis, Santa Barbara; J. K. Ingham, Pasadena; W. H. Menn, Los Angeles; C. T. Buckman, Bisalia; C. W. Carpenter, Petaluma, and C. E. White, Oakland. New appointees are: R. J. Bach, San Diego; L. R. Jeffords, Fresno; F. W. Bartlett, Watsonville; Lawrence Wraith, Woodland; W. D. Lamoreaux, Burlingame, and Fred McGee, Sacramento.

Aero Underwriters Is Now Offering Inspection Service

NEW YORK, Dec. 2.—In addition to its already established engineering staff Aero Insurance Underwriters of this city, has engaged a number of trained aeronautical inspectors who will be located at important landing fields to critically inspect each plane insured through the agency during the entire period of coverage.

As the first agency in the aviation field to utilize the services of aeronautical engineers, Aero Insurance Underwriters has been able during the past 12 years to prevent losses to personnel and property of its assured and assist materially in developing safety features in present day aircraft. Its contributions have received the commendation of federal and state aviation commissions. Fire companies represented by the organization embrace: The Great American, North British & Mercantile, Northern of London, Phoenix of London and the Royal-Liverpool group. The casualty companies are: Eagle Indemnity, Globe Indemnity, Great American Indemnity, London Guarantee & Accident, Phoenix Indemnity and the Royal Indemnity. Major G. L. Lloyd is general manager; Jerome Lederer heading the engineering division.

Six Playlets for Solicitors

CINCINNATI, Dec. 2.—Six practical sales demonstrations arranged as one act playlets will feature the meeting arranged by the Cincinnati Fire Underwriters Association for solicitors the afternoon of Dec. 9. The playlets will illustrate the importance of the sidelines.

Emil C. Fester Is Dead

NEW YORK, Dec. 2.—Emil C. Fester, senior partner in the international reinsurance firm of Fester, Fothergill & Hartung, London and New York, died at Chabham Surrey, England. The offices of the firm, both in London and this city, will continue to be operated without change of policy.

Make Drive for Builders Risk Cover These Days

Some of the companies these days are making quite a drive for builders' risk business. They are exhorting their field men and agents to keep their ears to the ground for news of building projects and to make a beeline for the principals as soon as they get word of the intended new construction. One of the companies in its western department has written about 200 of these risks already this year.

The real estate sections of the newspapers these days are blossoming out again with all sorts of news of new construction. There is plenty of activity in almost all communities and the pace promises to increase. The great advantage to the company and the agent is not the premium for the builders' risk coverage, but is the opportunity to handle the insurance when the building is completed. However, builders' risk coverage is a desirable line in itself. The companies have made a profit on it over the years.

The fact that new construction is contemplated gives the agent an excuse to call on the people concerned. It justifies a visit to a concern, upon whom the agent would not feel justified in calling merely to see if: "I can't get some of your insurance."

The companies that are pushing the builders' line desire to carry the entire line themselves. They want to have charge of the risks, be responsible for supervision and take charge of the reinsurance themselves. If the risk is divided between two or more insurers, then the monthly report requirements are multiplied.

Attack on Arson Needed to Halt Upward Loss Trend

Deeper probing into the exact causes of each future fire of unknown origin as the imperative method of attack upon the sharp upward trend in fire losses which began several months ago was recommended by A. V. Gruhn, secretary Federation of Mutual Fire Insurance Companies, to the annual meeting of the loss executives of member companies.

Companies traditionally are resigned to increases in the loss ratio as the normal working of the fire cycle, with bad years certain to follow good ones, he declared. But studies of the American Mutual Alliance revealed a startling correspondence between the ratio of business failures and the loss ratio. At the depth of the depression, when failures were the highest in percentage since 1878, the fire loss ratio was also the highest since the San Francisco fire.

Insurers, he said have not been according the factors of arson and negligence nearly enough weight in the past.

Because independent adjusters report an unusually high percentage of fires as "of unknown origin," Mr. Gruhn recommended a more rigid supervision of adjusters.

Other matters discussed during the two-day session: "Special Hazards of Lumber Insurance," J. S. Wilson, Lumber Mutual Fire, Boston; "Independent Mutual Adjustment Bureaus," Gordon Davis, United Adjustment & Inspection Co., Kansas City; "Revision of the Standard Fire Policy," Chase M. Smith, counsel National Retailers Mutual, Chicago; "Automobile Adjustments," D. R. Stetler, Central Manufacturers Mutual; "Insuring Betterments and Improvements," G. J. Christensen, Minnesota Implement Mutual Fire, Owatonna, Minn., and "Supplemental Contracts," J. J. McLaughlin, United Mutual Fire, Boston.

The Bellingham, Wash., school board increased the fire insurance on its properties this month by purchasing additional coverage of \$280,000, bringing the schedule up to 90 percent of the appraised value of its buildings. All coverage is in stock companies.

Back of every Pearl-American Fleet agent is the strength and support, not only of strategically -located branch offices but of field men trained to cooperate closely with agents.

At times when prospective business is large or risks out of the ordinary, the aid and assistance of a Pearl Fleet field man is often the difference between a profitable policy won and lost.



PEARL-AMERICAN FLEET

PEARL ASSURANCE CO., LTD. OF LONDON
EUREKA-SECURITY FIRE & MARINE INSURANCE CO.
MONARCH FIRE INSURANCE CO.

New York
Philadelphia

Cleveland
Cincinnati

Chicago
San Francisco

VIEWED FROM NEW YORK

By GEORGE A. WATSON

CONFUSION IN NASSAU STREET

Nassau street, which runs along the western edge of the insurance district in New York City, has for years been a sort of game preserve for pedestrians during the noon recess, being closed to vehicular traffic from 12 until 2. Trusting walkers are now likely to get clipped from the south by a taxi or truck at any hour of the day, for the

police department has eliminated the noon hour armistice between pedestrians and drivers.

Under the new dispensation Nassau street now is a northbound one-way street all the time. For years it has been an estuary rather than a river of traffic, for movable arrows directed traffic downtown during the morning and then were switched around to send

it uptown in the afternoon, with of course the two-hour slack tide at noon.

The lot of policemen along Nassau street just now is not a happy one in the morning hours, because drivers, conditioned by years of experience, keep trying to turn south into the thoroughfare as they always have done. Since the street is narrow, it is necessary for policemen to shoo the would-be southbound drivers back in order to avoid head-on collisions or at least traffic snarls. While the new arrangement has been designated as a two-week experiment, the policemen are pes-

simistically inclined to believe that the new system will remain.

* * *

WORLD'S FAIR COMMITTEE

Vincent Cullen, president National Surety; Wilfred Kurth, president Home, and Dudley Cates, vice-president of the Commercial Investment Trust, are members of the bond sales committee of the New York World Fair, to be held in 1939, the plans for which are well under way. Mr. Kurth is chairman. On the basis of the best information available today, the total investment in the fair, its size and related public improvements is estimated at \$125,000,000. The projected budget covering until the fair opens, April 30, 1939, shows \$27,829,500 must come from public participation. To raise the necessary sum an issue of debentures will be offered on the basis of a reasonable expectation of the return of the principal with interest.

* * *

COLD WEATHER STARTS FIRES

With the advent of cold weather in the east, the anticipated increase in the number of fires in the territory made its appearance and at a rate, which if maintained through December, will increase materially the loss record of 1936. Notable among the fires of the past week are those of the Kresge department store at Bluefield, W. Va.; Nelson Department store, Jamestown, N. Y.; a series of warehouses at Charleston, Mass., and the paper storage warehouse of the Boston "Globe" in Boston. The three New England fires have insurance involved in excess of \$500,000, while the Jamestown fire will cost the carriers a goodly percentage of the \$150,000 insurance on the risk.

* * *

PEARL OFFICIAL ON VISIT

O. H. Carlson, assistant foreign manager of the Pearl Assurance of London, is visiting the United States headquarters, intending later to travel about the country and thence to Canada, where the Pearl also maintains a department under the management of L. T. Hargraves, of Toronto. The transfer of the staff of the Pearl, Monarch Fire of Cleveland and Eureka-Security F. & M. of Cincinnati, from the Cleveland headquarters to New York City, has been fully effected, the combined interests occupying three full floors at 80 John Street, which are completely arranged and equipped to handle the rapidly expanding business of the associated companies.

* * *

WOULD STRENGTHEN AGREEMENT

At a meeting of the advisory committee of the New York Fire Insurance Exchange, an overwhelming vote of approval was given to the principle of certain changes that were proposed in the interest of strengthening the exchange agreement. These changes must be given further consideration by the executive and arbitration committees and officers before they will be submitted to a regular or special meeting. It is proposed to give the exchange power to suspend membership and agency appointments for wilful violations and to provide for separation and non-intercourse in cases of wilful violation of reasonable rules.

* * *

BROKERS' PLEA REJECTED

The action of the New York department in revoking the brokers' and public adjusters' licenses of Stebbins, Letterman & Gates, and the brokers' licenses of E. G. Letterman and H. R. Ebenstein has been upheld by the appellate division of the New York supreme court. The New York department acted in 1933 because of the fact that the brokers were heavily indebted to their companies—Globe & Rutgers, National Liberty and Home Indemnity—on account of premiums collected prior to Oct. 3, 1932.

The appellate division stated that the argument made by Stebbins, Letterman & Gates that it is a custom among brokers to collect premiums from clients



Maintaining AUTOMATIC FIRE PROTECTION on a NATION-WIDE Basis

When you make your choice of Automatic Sprinkler Fire Protection, no factor is more important than *service rendered*. That is why Grinnell backs nation-wide selling with nation-wide service, maintaining offices in thirty-four strategically-located cities. Thus owners are assured close supervision of installations, prompt attention to routine or emergency demands.

This ready accessibility is another proof that Grinnell Fire Protection is as complete as this eighty-year-old organization can make it. It is one of the Seven Standards of Superiority which have placed Grinnell equipment on guard over fifty billion dollars' worth of the world's property. Right now, the office nearest you is ready to give you expert advice and service on automatic sprinkler requirements. Make free use of this service to gain the respect of your prospects and policyholders.

7
STANDARDS OF
SUPERIORITY
OF
GRINNELL FIRE PROTECTION

Research
Engineering
Diversification
Quality of Products
Installation
Responsibility
Accessibility



GRINNELL

AUTOMATIC SPRINKLER FIRE PROTECTION

GRINNELL COMPANY

• • Executive Offices, Providence, R. I.

Branch Offices in Principal Cities • •

and mingle such premiums with other moneys, is without foundation. "We find no evidence of such custom in the records," the appellate division declared. "Moreover, we are loath to believe that such custom exists. Premiums due on a policy of insurance and paid to an insurance broker for transmission to an insurance company when received by the broker become trust funds. In the faithful discharge of his duty to his client, it is the obligation of the broker not to intermingle such moneys with his general funds. The clear duty of any insurance agent is to keep separate and distinct, from his own property, specific premium payments received from a client and promptly to transmit to the insurance companies moneys thus collected."

There was due from the corporation to the companies the sum of \$300,000 and as of Dec. 31, 1932, there was a deficit in the funds of the corporation of \$239,850.

* * *

SEE GENERAL AGENCY TREND

Executives who travel the country rather extensively report a distinct tendency these days to make new general agency appointments throughout this country and in Canada. Apparently this is a manifestation of the great effort that is being made to hold on to premium income and to increase it if at all possible. Some of the observers say that many of these new appointees do not qualify as general agents, in the true sense. They do not have a plant over a broad area and they are not really supervisors. Appointments are being made in places as small as 10,000 population. Usually the company making the appointment is one of the subsidiaries in a group. Where the group also maintains a salaried field organization, it is usually stipulated that the general agent for the subsidiary is not to make appointments of agencies in which the other companies of the group are represented.

If such a trend actually exists, it may upset a reform move that was instituted a few years ago in several sections of the country to eliminate all but bona fide general agents and to separate the activities of those offices, which were doing both a local and a general agency business.

It may be that the pressure for premium income is causing companies to set up these general agencies again. Some critics express the belief that this tendency will result in increasing the acquisition cost for all hands.

COMPANIES

Excelsior Pays a Dividend

The Excelsior of Syracuse has declared a dividend of 15 cents per share payable Dec. 31 to stockholders of record Dec. 20. President R. C. Hosmer states that this payment does not necessarily set a precedent and holds no promise of what the directors may do in the future. However, he states, if the business continues to increase and to show a profit, the directors can be expected to continue dividends.

Northwestern National On List

In the list of fire insurance companies that have been in existence 50 years or more that appeared in the Nov. 19 issue, the Northwestern National of Milwaukee was inadvertently omitted. This company was organized in 1869 and is thus well over 50 years of age.

Fire Association's New Officer

The directors of the Fire Association announce the election of Frank H. Thomas as financial secretary. He is leaving the Electric Hose & Rubber Company, of which he is vice-president. Mr. Thomas was educated at Wilmington Friends School and graduated with the class of 1921 at Cornell. Prior to

his present work he was vice-president and financial officer of the Equitable Trust Company of Wilmington, Del. He is a director of Diamond State Telephone Company, Equitable Trust Company and Electric Hose & Rubber Company, all of Wilmington.

Pioneer Equitable Group Policy

A group life policy covering 75 officers and employees of the Pioneer Equitable Insurance Company of Lebanon, Ind., has been placed by J. T. Traylor, general agent Northwestern National Life, Indianapolis.

PERSONALS

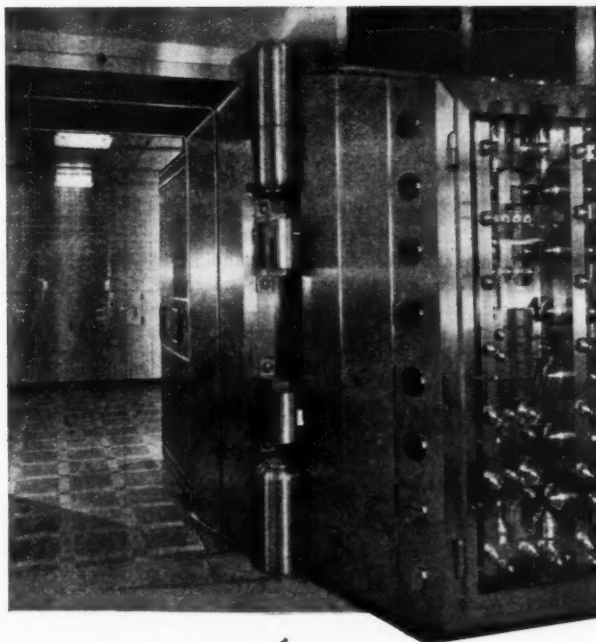
Thomas H. Meany, 79, operating a local agency at Reedsville, Wis., for many years, died. He served several terms as a member of the Manitowoc County Board of Supervisors, and was a life member of the Knights of Columbus.

William H. Casper, 70, who retired last January as manager Milwaukee branch of the Western Adjustment &

Inspection Company after more than 30 years of service, died in Milwaukee after an illness of several months. Mr. Casper had been engaged in fire insurance adjusting work in the middle west for more than 35 years, and was widely known. He was succeeded as manager by O. C. Heiam. Mr. Casper was a member of the Blue Goose and also of the Twenty Club, a social organization of insurance men.

F. M. Coleman of Coleman & Co., San Antonio, Tex., has been reelected chairman of the board of the San Antonio Mission & Training School.

Security for American Property Owners Since 1841



This is the massive door on Chicago's most modern safe deposit vault in the Field building. Every known safety device has been used in its construction. Illustration courtesy 135 LaSalle Safe Deposit Co., Chicago

Security

Massive, intricate doors and many significant features not readily discernible assure security in safety deposit vaults.

Insurance security is obtained, not in the printed word of the policy itself, but in the "heart and soul" of the company behind it. What has it done? What will it do for you? These important questions have been answered satisfactorily for 95 years by the Security of New Haven, a strong company steeped in the tradition and background of conservative New England. Its past record of performance is proof that its future dealings with you will make a lasting, friendly agency-company relationship, one of real security from every standpoint.

HOME OFFICE
NEW HAVEN, CONN.

1841

Security
Insurance Company
OF NEW HAVEN, CONNECTICUT

WESTERN DEPT.
ROCKFORD, ILL.

The East and West
Insurance Company
OF NEW HAVEN, CONNECTICUT

PACIFIC DEPT.
SAN FRANCISCO, CAL.

The Connecticut
Indemnity Company
NEW HAVEN, CONNECTICUT

EDITORIAL COMMENT

Pittsburgh's Big Gatherings

PITTSBURGH is able to attract attention insurancewise when it promotes gatherings of unusual nature. For instance, the PITTSBURGH LIFE UNDERWRITERS ASSOCIATION will celebrate its golden jubilee Dec. 7 and it already has insurance executives from all sections promising to be present. That shows that Pittsburgh life insurance men are a drawing card and wield much influence. Similarly the PITTSBURGH INSURANCE CLUB every February has a meet-

ing and banquet attended by fire and casualty executives and other notables that only go to what might be termed imperial gatherings.

Pittsburgh has always taken high rank when the caliber, ability and aggressiveness of its local fraternity is concerned. These memorable occasions always draw the flower of the business to Pittsburgh. The meetings are carried out with strategy and the mechanics are ever in running order.

Extending Fidelity Bond Campaign

THE series of conferences conducted in New York City during the last two months by fidelity and surety companies in a cooperative effort to bring to the producers a keener appreciation for the need of fidelity bonds have been a great success. It is to be hoped that this experiment made in New York may be extended and become a country wide program. J. J. MAGRATH, chief of the rating bureau of the New York insurance department, in his talk before the last meeting, expressed the belief that the fidelity field is one ripe for intensive cultivation. He pointed out the results

of the survey made by the NATIONAL ASSOCIATION OF CREDIT MEN, which showed that 35 percent of those interrogated did not carry fidelity bonds. In connection with fidelity bond soliciting, Mr. MAGRATH said that producers should be well informed as to the extent of coverage and protection the bondholder has. Fidelity bonds offer to the salesman a splendid avenue of approach and this class lends itself to cold canvassing methods. There certainly is an opportunity for creation of new business along this line for agents in every section of the country.

Fire Losses and Employment

THERE is one phase of industrial building fires which is often overlooked but which was called prominently to the attention of the annual fire prevention school of the Milwaukee association of commerce by R. E. MAGINNIS of the AMERICAN DISTRICT TELEGRAPH at Chicago. He brought out the fact that 40 percent of every hundred industrial plants that burn are never rebuilt. Not only is the burning of an industrial plant a loss to the owner but the employees

lose as well because in almost all cases they are thrown out of employment, some temporarily, others permanently. Where a concern decides not to rebuild its plant then there are added recruits to the unemployment army. The fact that burning of industrial plants has such tragic consequences certainly places the responsibility on every employee to see to it that the utmost care is exercised so that there will be no termination of employment by reason of fire.

Blazing the Way in Insurance

AT THE annual meeting of the ILLINOIS ASSOCIATION OF INSURANCE AGENTS one of the speakers gave it as his opinion that stock companies were making a mistake in not being greater pioneers in meeting demands for new coverage even in the classes of protection that for the moment present many difficulties. He spoke, for instance, of the long haul truck needs and stated that very few of the larger and older companies had entered this field. He left the impression that the stock companies were too apathetic and indifferent and were not applying themselves to the point of evolving a program where this business could be written satisfactorily.

Here is an example of a class of business that is rapidly increasing in value. It is true that it presents many complications and difficulties. It is more or less untried and therefore experience is wanting to an extent and what experience there is for the most part has been unsatisfactory. Yet many who have delved into this subject feel that with proper engineering and inspection service long haul trucking can be put on a profitable basis. Companies that are pioneering in this field will ultimately have an edge on the business. They will have the ground work for a substantial structure. When the business has shaped itself into a satisfactory con-

dition these pioneers will have a big advantage. Then will come the time when the so-called older companies will begin to seek risks of this character and to formulate the program after much time has been lost and a great opportunity has passed.

The same reasoning might be applied to the home or cabin trailer which has come into use almost like the mythical bird, Phoenix, which arose out of the ashes. Here is a tremendously impor-

tant and valuable field and while some effort is being made to find a safe and satisfactory underwriting program it seems to us that there needs to be much more pioneering, research and experimental work long before these particular activities gain so much prominence. Here is a work for some insurance organization. Stock companies should be leaders far more than they are in getting at these new markets and providing proper coverage.

Local Agents Should Cooperate

THERE is a great need for local agents to participate in the fire prevention movement. The insured looks to the local agent for protection of his property and it is up to the local agent to investigate and know about the different devices used in fire prevention work so that he can advise his clients. The NATIONAL BOARD, the fire prevention bureau of the WESTERN ACTUARIAL BUREAU and the field men's fire prevention associations all play an important part in

fire prevention work but it is up to the local agent to take up the fire prevention work where these organizations leave off. The local agent should see that practical fire prevention methods are employed by his clients, his community and city. He can add a great deal to his prestige by cooperating with the splendid work done by the company organizations and make his insured realize he is providing real protection.

PERSONAL SIDE OF BUSINESS

The engagement of Rosa Ponselle, Metropolitan opera singer, to **Carle A. Jackson** of Baltimore is announced. Mr. Jackson is associated with his father, Howard W. Jackson, mayor of Baltimore, in the Riall-Jackson Co., agency of that city.

A. A. Buford, manager of the Missouri Insurance Council, is a director of the new American League Baseball Company of St. Louis, which took over the St. Louis Browns of the American League.

R. J. Reynolds of the Cincinnati agency of Thomas E. Wood, Inc., is home recuperating from a serious appendix and gall bladder operation performed at Good Samaritan hospital. He is much improved and hopes to find relief from a condition which has troubled him for several years. He expects to return to work next week.

Z. M. Boyer, 60, for many years special agent of the New York Underwriters and Fidelity-Phenix, and more recently with the Oregon Insurance Rating Bureau, was instantly killed when struck by an automobile near his home in Portland.

T. M. Patterson, Jr., son of Resident Secretary **T. M. Patterson** of the Pennsylvania Fire, died in Wayne, Pa., Monday as the result of an automobile accident Nov. 28. Funeral services were held at the Wayne Presbyterian Church. Young Mr. Patterson, 25 years of age, was graduated from Yale, in 1933, following which he joined the reportorial staff of a Philadelphia daily paper. The accident which cost his life occurred while he was on an assignment. Another son was killed in an auto accident in August.

Charles C. Evans, Sr., head of the Charles C. Evans Insurance Agency at Chillicothe, O., died Friday. He was

buried Sunday. He had been ill for almost a year. The Evans agency was established in 1882 by his father. Several companies have been represented in the agency for more than 50 years.

C. C. Evans, Jr., recently resigned a responsible position with the Firestone Tire & Rubber Co. to look after the agency. He will now operate the business, making a third generation in the agency.

C. M. Gladson, special agent North British & Mercantile in Georgia, was married to Miss Mary Moore of Atlanta. Mr. Gladson has been in Georgia for the last 10 years.

Louis Mickelsen, secretary of the Commercial Union, is on an agency trip in Indiana this week. He spent Thanksgiving in Chicago, being joined by Mrs. Mickelsen. Previously for two weeks he had been in the Oklahoma and Missouri field.

W. M. Murray, who is connected with Fred S. James & Co. in San Francisco, has been visiting in Chicago, where he was formerly located as a member of the firm of Jens, Murray & Co. He was in Chicago for Thanksgiving. He is leaving for the coast Friday of this week. He is accompanied by Mrs. Murray.

Willis I. Kendall, 77, examiner in the home office of the New Hampshire Fire for half a century, died at his home in Manchester, N. H.

In times past **Charles L. Gandy** of Birmingham, Ala., former president National Association of Insurance Agents, has not only been accompanied to national conventions by Mrs. Gandy but by a daughter, Miss Sarah Helen Gandy. Sarah Helen is now a sophomore at the University of Alabama. Last week she struck the first page of the Birmingham



THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO. Wabash 2704

E. J. Wohlgenuth, President
LEYERING CARTWRIGHT, Asst. Man. Editor

C. M. Cartwright, Managing Editor
Associate Editors: F. A. Post, C. D. Spencer, D. R. Schilling

H. J. Burrige, Vice-Pres.

Associate Managers: W. A. Scanlon, G. C. Roeding, O. E. Schwartz

CINCINNATI OFFICE — 420 E. Fourth St., Tel. Parkway 2140. **Louis H. Martin**, Mgr.; **Curtis C. Crocker**, Vice-President.

HARTFORD OFFICE — Room 502, 18 Asylum St., Telephone 7-1227. **R. E. Richman**, V. P.

DES MOINES OFFICE — 325 Insurance Exchange, Tel. 44417. **R. J. Chapman**, Res. Mgr.

NEW YORK OFFICE — 1290-123 William St., Tel. Beekman 3-3958. **Editorial Dept.** — **G. A. Watson**, Assoc. Ed.; **R. B. Mitchell**, Asst. Ed.; **Business Dept.** — **N. V. Paul**, Vice-Pres.; **W. A. Spiker** and **J. T. Curtin**, Resident Managers.

PHILADELPHIA OFFICE — 1127 Fidelity-Philadelphia Bldg., Tel. Pen. 3708. **W. J. Smyth**, Res. Mgr.

SAN FRANCISCO OFFICE — 507-8-9 Flatiron Bldg., Tel. Kearny 3054. **F. W. Bland**, Res. Mgr.; **Miss A. V. Bowyer**, Pacific Coast Editor.

DETROIT OFFICE — 1015 Transportation Bldg., Tel. Randolph 3994. **A. J. Edwards**, Res. Mgr.

Single Copies, 20 cents. In Combination with Life Insurance 1931, at Post Office at Chicago, Ill., Under Act

DALLAS OFFICE — 1218 Kirby Bldg., Tel. 2-4491. **Fred B. Humphrey**, Res. Mgr.

ATLANTA, GA., OFFICE — Trust Company of Georgia Bldg., Tel. Walnut 5567. **W. M. Christensen**, Res. Mgr.

CANADIAN BRANCH — Toronto, Ont., 34 King St. East, Tel. Waverly 2354-5. **Ralph E. Richman**, Vice-Pres.; **W. H. Cannon**, Manager.

March 3, 1879.

Subscription Price \$4.00 a year in United States and Canada. Edition, \$5.50 a year. Entered as Second-class Matter April 25,

"Age-Herald" because she had been selected by the Birmingham Civitan Club as a princess for the Christmas carnival. She appeared in a two-column cut.

Richard H. Gardner, who was graduated from Ohio State University in June, has joined the R. H. Gardner Company agency of Columbus, O., according to announcement this week by Earl D. Gardner, president. The firm was founded in 1864 by Andrew Gardner. Richard is the fourth generation of Gardners in the firm. The Phoenix of Hartford has been represented by this office for 72 years.

Jack O. Bogart, son of the late C. R. Bogart, who had charge of the Phoenix of Hartford group in Missouri until his death in June, 1932, died in St. Louis. He was the only child and at the time of his death he was 19 years old, being a student at Washington University. Burial was at Deep Water, Conn., the old home of his father and mother.

Mrs. Amalia Schroeder, widow of Christian Schroeder, founder of Chris. Schroeder & Son Co., prominent Milwaukee agency, and mother of Walter Schroeder, present head of the firm, died at a hospital there.

G. R. Van Arsdale of the L. W. Bauerle Agency, Wichita, Kan., retained his crown for the second year as Kansas auction bridge champion at the annual championship tournament in Dodge City.

E. Woody Clarke of the Gardner, Clarke & Sullivan agency, Oklahoma City, was elected president of the Kiwanis club there for the ensuing year. Mr. Clarke is immediate past president of the Oklahoma Association of Insurers.

Miss Hazel O'Neill, who announced her engagement to G. C. Thorngate, will continue as secretary of the Merchants Fire of Denver.

G. W. Drennan, president of the Drennan & Selden agency, Detroit, was elected vice-president of the American Institute of Realty Appraisers.

Insurance men played a big part in putting over the annual community chest campaign in St. Paul, Minn., this year. E. A. Roberts, vice-president and general counsel of the Minnesota Mutual Life, was general chairman, and F. R. Bigelow, president St. Paul Fire & Marine, was in charge of the special gifts solicitation. A. B. Jackson, assistant to the vice-president of the St. Paul, was a captain.

Lee Burton, special agent of the Fireman's Fund in Mississippi, with headquarters in New Orleans, will be married Dec. 26 to Miss Clara Diano of that city. They will spend their honeymoon in Havana.

F. B. Davenport, New Orleans, for many years special agent of the Home in Louisiana, died there at the age of 52. At the time of his death he was connected with McBryde, Bourne & Kennedy.

George H. Schryver, 57, in the insurance business in Cleveland for 35 years, died there of coronary thrombosis. Mr. Schryver entered the business with the firm of Neale Bros. & Schryver. Later he established the George H. Schryver Co. His father, George L. Schryver, had been in the insurance business before him.

Mrs. Alice Durloo, 28, wife of L. H. Durloo, Texas state agent of the Royal, died at her home in San Antonio after a brief illness. Burial was in Atlanta, where Mrs. Durloo's parents live.

Commissioner H. E. McClain of Indiana has returned to his office at Indianapolis after a stay of several weeks

in a hospital at Grand Rapids, Mich., where he underwent an operation. He declares that he feels better than he has for several years and is resuming his activities with zest.

Insurance Professors Will Meet In Chicago Dec. 28

The annual meeting of the American Association of University Teachers of Insurance will be held in Chicago, Dec. 28, during the time that the various associations of university professors are meeting. There will be a program in the morning and one in the afternoon. At the luncheon, the principal speaker will be Insurance Director Palmer of Illinois. Prof. S. H. Nerlove of the University of Chicago is in charge of the luncheon meeting. He extends an invitation to any insurance people who are interested to attend. Prof. Ralph H. Blanchard of Columbia University is president of the association.

Prof. Alfred Manes of Indiana University, internationally known insurance educator, will be on the program. The morning will be devoted to insurance education, while the afternoon will be given over to a discussion of the revision of the standard fire insurance policy and to liability insurance.

INSURANCE STOCK QUOTATIONS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business Nov. 30, 1936

	Par	Div.	Bid	Asked
Aetna Cas.	10	3.00*	104	107
Aetna Fire	10	1.60	49 1/2	51
Aetna Life	10	.80	28 1/2	30
Agricultural ...	25	3.00	84	87
Amer. Alliance ...	10	1.20*	24	25
Amer. Equitable ...	5	1.20*	37	38
American (N. J.) ...	2.50	.50	12 3/4	13 3/4
Amer. Surety ...	25	2.25*	60	62
Automobile ...	10	1.20*	33	35
Balt. Amer.	2.50	.30*	9	10
Boston ...	1.00	21.00*	625	640
Camden Fire ...	5	1.00	20 1/4	21 1/4
Carolina ...	10	1.20*	29	30
Contl. Cas.	5	1.00	29 1/2	30 1/2
Contl. Ins.	2.50	1.45*	44	45
Cum. & For. com. ...	10	.90*	30	32
Fidelity & Dep. ...	20	2.25*	127	129
Fidelity-Phen. ...	2.50	1.45*	49	50
Fire Assn.	10	2.50*	82	84
Fireman's Fund ...	25	4.00	93 1/2	95
Fireman's F. Ind. ...	10	...	34	35
Fireman's (N. J.) ...	5	...	11 1/4	12 1/4
Franklin ...	5	1.20*	31 1/2	33
Glens Falls ...	5	1.60	45	47
Globe & Repub. ...	5	.50	20	21
Gl. & Rut. (com.) ...	25	...	65	70
Gl. Amer. Fire ...	5	1.20*	27 1/2	28 1/2
Gr. Amer. Ind. ...	1	.15	8	10
Halifax Fire ...	10	.90**	22 1/2	24
Hanover Fire ...	10	1.60	37	38
Harmonia Fire ...	10	1.20*	30	31
Hartford Fire ...	10	2.00	76	77
Htfd. Steam Boil. ...	10	1.60	73	75
Home F. & Mar. ...	10	2.00	40	44
Home Fire Sec. ...	10	...	6	6 1/2

Home (N. Y.) ...	5	1.20*	40	41
Homestead ...	10	1.00	22	23 1/2
Ins. Co. of N. A. ...	10	2.50*	74 1/2	76
Kan. City F. & M. ...	10	.60	20	22
Knickerbocker ...	5	.50	16	17
Maryland Cas., com.	1	...	8 1/2	9
Merch. Mfrs.	5	.40	11 1/4	12 1/4
Mer. Assur. com. ...	5.00	1.60	58	61
Natl. Cas.	10	.80	19	21
Natl. Fire ...	10	2.00	66	67
Natl. Liberty ...	2	.40*	10 1/2	11
Natl. Union ...	20	4.00*	135	138
New Am. Cas. ...	2	...	16	17
New Brunswick F. ...	10	1.30	40	42
Northern (N. Y.) ...	12.50	4.00*	100	103
North River ...	2.50	1.00*	28	30
N. W. Natl. Cas. ...	2.50	.10	6 3/4	7 3/4
N. W. Natl. Fire ...	25	6.25*	124	127 1/2
Pacific Fire ...	25	5.00*	130	135
Phoenix, Conn. ...	10	2.50*	89	91
Prov. Wash. ...	10	1.25*	42	44
Repub. Ins., Tex. ...	10	1.00	26	27
Rossia ...	5	.80*	12 1/2	13 1/2
Security ...	10	1.40	35	37
Southern Fire ...	10	1.20	27 1/2	29
Sprgfd. F. & M. ...	25	4.75*	131	134
St. Paul F. & M. ...	25	7.50*	205	210
Travelers ...	100	16.00	510	525
U. S. Fire ...	4	1.90*	57	59
U. S. F. & G. ...	2	...	28	29
Westchester Fire ...	2.50	1.40*	36	38

*Includes extra. **Canadian funds.
H. M. Padgett, secretary to F. F. Ludolph, secretary of the San Antonio Insurance Exchange, has been appointed manager of the N. P. Barton & Sons agency, Mercedes, Tex.

Heinz Doesn't Keep 57 Varieties

... He Sells Them!

He sells all of them. How many varieties of Insurance do you sell? No more than you have offered for sale, naturally, and that's why Mr. Heinz may be doing a little better than you, financially.

Perhaps you feel that you are selling all the kinds of Insurance that can be sold. Fortunately for Heinz, he did not feel that the sale of pickles was limited to cucumbers and sauerkraut. Have you really tried to sell anything but the ordinary Fire and Windstorm type of protection?

Did you even *know* there are 34 different kinds of Insurance applicable to dwellings? And that many of these sell, literally, "on sight"? That small storekeepers have a choice of 47; theatre-owners, 44; professional men, 34?

Complete lists of coverages applicable to ten types of risks written by almost every Agent (together with a brief description of each) are now available to our Agents and prospective Agents, in conjunction with our free Client Analysis Service. Write the Sales Promotion Department.

THE AMERICAN GROUP, NEWARK, N. J.

Fire Companies

THE AMERICAN

THE COLUMBIA

THE DIXIE

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Thresh Out St. Louis Deal

Western Underwriters Association and Agents Are Working Out New Plan of Agreement

Several representatives of the Western Underwriters Association are meeting this week at St. Louis with representative agents of that city in the interest of working out a new St. Louis deal. The St. Louis board is in process of reorganization and a proposed new agreement between the agents and companies is being drawn. There are many points to be settled and a number of difficult problems are involved. Some of the leading agents of St. Louis desire to have a free hand in negotiating with their individual companies, as to commissions. The St. Louis agents are contending that they must have enough commission leeway to enable them to compete with the branch offices of non-affiliated companies for the preferred business of the real estate people, particularly those in Chestnut street.

Apparently, some of the leaders among St. Louis agents want the company organization to get behind certain of the proposed rules and regulations of the board, such as limitation of agencies, etc. Many of the company leaders, however, feel that although the W. U. A. should lend a helping hand to the St. Louis agents in attempting to stabilize the situation, yet the company organization should not have an official part in the set up of the agency organization. Leaders in the W. U. A. are determined to bring about much more effective enforcement of their own rules and to put to an end the confusion that has been caused by violations on the part of member companies.

Criswell Fire School Speaker

MILWAUKEE, Dec. 2.—At the final meeting of the fire prevention school conducted under the auspices of the Milwaukee Association of Commerce, R. B. Criswell, engineer Ohio Inspection Bureau, demonstrated causes and prevention of fires by the use of miniature buildings.

Free Dinner or Fine

ST. PAUL, Dec. 2.—The quarterly meeting of the Insurance Exchange of St. Paul will be held the evening of Dec. 9, with a free dinner for members who attend and a fine for those who do not.

Can't Insure State Property

DES MOINES, Dec. 2.—A state law, backed by a recent decision by the attorney general of Iowa, prevents the state liquor commission from carrying insurance on its liquor stock, which is estimated at more than \$1,500,000.

The law creating what is known as the "providential contingent fund" provides that all losses to state property shall be paid from this fund.

The liquor control commission early in 1935 took out insurance on all its liquor stock and fixtures and submitted bids for \$6,908 to the state comptroller, who withheld payment. In spite of the fact that a bill was submitted to the last

legislature asking that the claim be paid, the legislature refused to allow it.

Previous to this action by the legislature in the case of the liquor policies the University of Iowa had a similar experience with some \$7,000,000 of insurance on its many buildings. This insurance was cancelled a few weeks after it was written, based on a previous opinion by the attorney general.

Des Moines Protection Criticized

M. S. Blake, Boston, field engineer National Fire Protection Association, told city and fire department officials and the chamber of commerce 80 percent of Des Moines fires are preventable.

"Des Moines' fire department equipment," he said, "is antiquated and undependable. It is practically all over 15 years old and a good part over 20.

Springfield, Ill., Agency Celebrates Its 20th Year



ALVIN S. KEYS

In celebration of its 20th anniversary, the agency of Alvin S. Keys & Co. at Springfield, Ill., was host at a dinner Tuesday evening, the guests including representatives of all of the firm's companies and its office personnel.

The agency was started Dec. 1, 1916, by Alvin S. Keys. F. H. Clark became connected with the business in 1918 and entered the firm two years later. The business was later incorporated under the same name, the present officers being Alvin S. Keys, president; F. H. Clark, vice-president, and E. C. Crowder, secretary-treasurer.

Outstanding Record

During the 20 years of its existence the agency has represented only stock companies of high financial standing and with a long and honorable record of fair dealing with the insuring public. Its companies have combined assets of over \$375,000,000, three being over 50 years old and five over 100.

The companies in the agency are: Aetna Fire, Alliance, American, Citizens, Eagle Fire, Employers Fire, Fireman's Fund, Hartford Fire, London Assurance, North River, American Employers, Employers Liability, National Surety and Hartford Accident.

Alvin S. Keys is serving his second term as chairman of the board of the Illinois Association of Insurance Agents, having been twice president of that organization.

A sweeping fire might prove disastrous, although the department personnel is efficient and capable."

Mr. Blake also visited Omaha and told the chamber of commerce fire prevention that the Omaha fire department had made a good record for efficiency the past year, but warned that the number of firemen on duty had dropped to a dangerous level. He said that while the fire prevention and arson squad had performed notably good work, the policy of layoffs and failure to replace men who were retired left the city facing the possibility of heavy loss by the sweeping type of fires.

State Farm Indiana Meeting

INDIANAPOLIS, Dec. 2.—Plans for a 30-day sales campaign were made at the annual meeting of Indiana agents of the State Farm Life, State Farm Mutual Automobile and State Farm Fire. Principal speakers were G. J. Mecherle, president of the companies; M. G. Fuller, vice-president, and Fred C. Snapp, vice-president of the fire company. H. R. Nevins of Indianapolis presided.

Iowa Hail Losses High

DES MOINES, Dec. 2.—Figures recently compiled by county assessors, and verified by the weather bureau, indicate that 1936 hail losses to growing crops were much higher than in 1935, when the total was \$961,146, the lowest in 13 years. Losses totalled \$2,165,439 in 1934, and \$3,188,439 in 1933.

Losses by hail in some northwest Iowa counties totalled approximately \$500,000. The south central part of the state suffered practically no losses from hail damage, with northern Iowa bearing the greater part of the losses.

Draft Anti-Fireworks Act

DES MOINES, Dec. 2.—A bill to provide a statewide ban on fireworks will be introduced in the forthcoming legislature. The bill now being drafted by J. V. Pyle, state fire marshal, will prohibit sale or use of all fireworks, except for properly supervised civic displays. Several fire prevention groups over the state are working on the measure.

Excellent progress has been made in the enactment of anti-fireworks city ordinances, but Mr. Pyle points out that there is a loophole in such ordinances, in that anyone could sell these fireworks at the edge of town.

Pittsburg, Kan., in Contest

Pittsburg, Kan., has entered the Inter-Chamber Fire Waste Contest making the third city in the state to come in this year. Earlier in the fall Emporia and Fort Scott entered. O. L. Stamm, Pittsburg local agent, is chairman of the newly formed chamber of commerce fire prevention committee. Harry K. Rogers, Western Actuarial Bureau, Chicago, will speak in Pittsburg Jan. 20 and will appear the same week in Fort Scott and Arkansas City, an "inspection" being scheduled for the latter city by the Kansas Fire Prevention Association.

Prohibition Writ on Note Suits

LINCOLN, NEB., Dec. 2.—An order was issued in district court prohibiting Justice of the Peace Barney from entering judgment against 125 farmer signers of premium notes executed to the Lincoln Hail in suits brought by former officers of the company who had purchased the notes from Charles Carr, buyer at receiver's sale of all of the assets. The writ of prohibition is but rarely used in any state court, and its application was vigorously opposed

Leaves Milwaukee Board to Take Fraternal Post



J. G. GRUNDLE

J. G. Grundle, secretary of the Milwaukee Board of Fire Underwriters, has resigned effective Dec. 31, to become state secretary of the Catholic Family Protective Association of Wisconsin. He joined the board Dec. 8, 1919, and in his 17 years as assistant secretary and later as secretary, served under seven presidents. He has also been assistant secretary of the Milwaukee Board of Casualty & Surety Underwriters since its organization three years ago, and secretary-treasurer of the Wisconsin Association of Insurance Agents since 1920.

In changing from fire and casualty work to life insurance, Mr. Grundle becomes associated with another organization formed shortly after the Civil War. The Milwaukee fire board was organized in 1865 and the Family Protective Association in 1868.

During his affiliation with the Milwaukee Board, its service has been greatly expanded, now covering the entire county. The board now acts as a clearing house on agency procedure, new insurance laws, forms, rate changes, blue book regulations, provides automobile license service and in general has developed service to agents, brokers and solicitors. This year the board is sponsoring a course in insurance under the auspices of the extension division of the University of Wisconsin.

Following a special meeting of the directors of the Milwaukee Board to consider the resignation, President L. C. Hilgemann announced that the directors will consider applications for the position of secretary and expect to appoint a successor to Mr. Grundle by the first of the year.

on the ground that it is an outmoded instrument of the common law. The district court held that the justice had lost jurisdiction because of failure to make proper entries in his books.

Discuss Minnesota Bank Agencies

MINNEAPOLIS, Dec. 2.—The bank agency situation in three of the smaller cities of Minnesota came in for consideration at a meeting the past week of the executive committee of the Minnesota Association of Insurance Agents.

The cities involved are Brainerd, in northern Minnesota, and Mankato and Albert Lea in southern Minnesota. In the case of the Brainerd bank, it is understood the committee decided to ask

CONNECTION WANTED

Having 25 years experience in fire and inland marine rating, surveys, inspections, policy forms, and sales, would like company sales promotion connection to give advanced training to field men and agents to stimulate production.

ADDRESS D-94 NATIONAL UNDERWRITER

the companies to withdraw their connections with the bank while in the other cities the matter was referred to a committee for further investigation. Members of the committee pointed out that they are not waging a campaign on bank agencies generally but only those affected by the Milwaukee agreement.

Grange Companies to Michigan

LANSING, MICH., Dec. 2.—The National Grange Mutual Liability of Keene, N. H., and its stock fire running-mate, the National Grange Fire, have applied for admission to Michigan.

Entry of these two carriers is expected to increase competition for rural automobile business to some extent as the two carriers will seek to provide this coverage for Grange members, the fire company in addition seeking authorization to reinsure the regular fire business of the small Grange mutuals.

Buckley Conviction Affirmed

The Nebraska supreme court has affirmed the conviction in North Platte of Newton E. Buckley, who operated a large insurance agency for years in connection with a trust company business. He was charged with embezzling \$1,325 of trust company funds, and received a sentence of 12 months in prison.

Boost Gauss for Old Post

LANSING, MICH., Dec. 2.—It is reported in political circles that some extremely influential figures in state Democratic circles are pulling wires in behalf of the appointment of former Commissioner C. E. Gauss to his old position by Governor-elect Murphy. It is understood that, despite the fact Mr. Gauss is now postmaster of Marshall, his home city, he would be willing to accept the commissionership if it were offered to him.

It appears that choice of either Mr. Gauss or of J. W. Mundus, Ann Arbor, immediate past president of the Michigan Association of Insurance Agents, would be entirely satisfactory to Michigan agents.

Kansas Losses Doubled

Kansas fire losses for the first ten months are reported as slightly more than double those for the same period in 1935, with the number of fires up 80 percent. Losses this year total \$3,793,619 from 3,679 fires as compared with \$1,806,233 in 1935 from 2,026 fires. Only two months of 1936 have been less than last year, while July losses totalled \$1,038,676 in contrast with \$147,372 in July, 1935.

Stock Campaign at Hutchinson

The Hutchinson (Kan.) Insurance Board is inaugurating an intensive educational campaign in the support of stock companies represented exclusively by the board members. Weekly luncheon meetings will be held for several weeks so that members may fully inform themselves on the subject. Several committees are being appointed by President Monte Webster to handle the campaign.

To Visit A. D. T.

The Rockford, Ill., Insurance Club is sending 15 men to Chicago to visit the central station of the American District Telegraph Company on Dec. 5. R. E. Maginnis will stage a demonstration of the various fire and burglary protective devices.

Ohio Agency Changes

The agency of the late E. D. Buker, Killbuck, O., has been sold by his widow to Alva L. Kline. The agency operated at Osborn, O., by E. R. Boggs, who died a few weeks ago, has been transferred to J. D. Moore.

At Chillicothe, O., the C. C. Evans agency has been taken over by his widow and son, C. C. Evans, Jr.

The American Insurance Agency at

Norwalk, O., has been purchased by the Bowen Insurance Agency. Charles C. Laws, local agent at Bethesda, O., has purchased the W. D. Bolon agency.

Ruhl Heads Davenport Board

DAVENPORT, IA., Dec. 2.—Edward L. Ruhl of Ruhl & Ruhl was elected president of the Davenport Fire & Casualty Association at the annual meeting. He succeeds Frank Camp. Mr. Ruhl served as vice-president the past year and holds a similar post in the state association.

Robert F. Nolan will succeed Mr. Ruhl as vice-president. Earl F. Karwath was reelected secretary-treasurer.

Arthur Ruhl spoke on state legislation regarding insurance and compared the laws of different states in this respect.

Will Honor H. K. Tinklepaugh

KANSAS CITY, KAN., Dec. 2.—The local board here, Kansas field men and adjusters will honor Harry K. Tinklepaugh, president of the Kansas Association of Insurance Agents, and a member of the Tinklepaugh & Lind agency here, with a dinner Dec. 7. Most Kansas field men are planning to attend.

Harding Wingett of the Michler-Wingett agency, is chairman of the program committee.

Des Moines School Coverage

The school board architects of Des Moines have completed a survey of the school buildings, including an investigation of the insurance coverage. They report that the Des Moines school buildings and contents carry \$5,454,939 fire insurance and \$5,300,000 windstorm. Fire-proof buildings are insured for 80 percent of their value while frame structures are insured for 50 percent.

Separation in Wisconsin

MILWAUKEE, Dec. 2.—Wisconsin field men for the organization companies are now conducting a program of separation in the state. The question of whether to undertake separation has been under consideration for some time by the Wisconsin field men and they have at last decided to pursue such a course.

Clevlen in Membership Drive

Morrison L. Clevlen of Poplar Bluff, president of the Missouri Association of Insurance Agents, has launched a new membership drive. Every member is urged to get at least one new member the next year. President Clevlen is hopeful of increasing the total membership to 1,000. He says that if this can be accomplished the association will be a potent force to be reckoned with in the state.

Brier Heads Topeka Board

TOPEKA, KAN., Dec. 2.—James Brier of the Brier Insurance Service was elected president of the Topeka Board of Fire & Casualty Underwriters at its annual meeting. C. G. Blakely, Jr., was elected vice-president and Webb Woodward reelected secretary. New members of the executive committee are W. R. Falkner, chairman; Holmes Meade and Edwin Nellis, retiring president.

Dinner Dance Dec. 11

The 1752 Club of Iowa, a mutual organization, is giving a dinner dance Dec. 11 in Des Moines.

Middle West Notes

A. E. Ahmann, 72, Independence, Mo., local agent, died there.

W. H. Mosher, local agent at Mason, O., suffered a stroke a few days ago, but is now much improved.

G. H. Andresen, local agent of Elgin, Ill., and a prominent citizen of that place, recently completed 25 years in the insurance business.

Gerald Chaney, Newell, Ia., has sold his agency to A. J. Hill and L. A. Erickson of the First National Bank. Mr. Chaney plans to make his home in Hollywood, Cal.

To Local Insurance Agents at the following Kansas points:

Atchison	Emporia	Lawrence	Parsons
Chanute	Fort Scott	Leavenworth	Pittsburg
Dodge City	Hutchinson	Manhattan	Topeka
Eldorado	Junction City	Ottawa	Winfield

• • •

We recently entered Kansas and have already established a number of agency connections, but we are still seeking representation in the cities mentioned above. We operate directly from the home office and we want to correspond with agents who appreciate a direct connection without the intervention of a general agent or special agent. Liberal commissions to those who can qualify. We have policyholder's surplus of more than \$2,000,000 and ample reinsurance facilities.

Address the home office.

GULF
INSURANCE CO.
DALLAS, TEXAS

Eagle  **Star**
and
British Dominions
Insurance Company Limited
of London, England

A representative English Company of high character and standing.

Prompt and intelligent service
Modern underwriting methods
A sincere agency viewpoint

Harry G. Casper
United States Manager
Carroll L. De Witt and Bert A. Jochen
Asst. United States Managers
90 John St., New York

Western Service Office
1264 Insurance Exchange, Chicago



NATIONAL UNION FIRE INSURANCE COMPANY

Pittsburgh, Pa.

OUT OF THE MAIL BAG

"On March 6, 1906, I wrote my first fire insurance policy, and it was placed with your company. This risk, by the way, continues with my agency and the National Union."

A
Good
Agency
Company

IN THE SOUTHERN STATES

Urge Standard Manual Form

Oklahoma Agents Rap Different Sizes and Styles of Rate Books' Make-up

The Oklahoma Association of Insurers, in a communication addressed to a number of leaders in the insurance profession, has urged standardization of rate and rule manuals as to format. The organization cited the large number of different sizes, shapes and colors of the manuals at present and also their bulk. This makes it extremely inconvenient for solicitors to carry sufficient information or even to find a rate quickly during a telephone conversation, it was pointed out.

The proposal asks that the manuals be brought to uniform size with standard punch of commercial binders procurable on the open market and that the sheets preferably be eight and a half by 11 inches, printed in clear type and condensed so as to reduce bulk, and that the sheets be printed on both sides.

Building Boom in Florida

NEW YORK, Dec. 2.—Fire insurance managers returning from Florida bring stories of the great building boom under way in Miami and north along the east coast as far as Hollywood. Most of the hotel and apartment building projects are financed directly, and not as was previously true, through the medium of loaning institutions. The majority of the established hotels and many of the incompleting structures, report reservations anywhere from 80 to 100 percent even thus early in the season. What is to be feared, however, is that the erection of new structures may be overdone, in which event all properties, new and old, would suffer a curtailment in income more or less severe. Until such condition develops there will be no moral hazard question to cause concern.

Kentucky Towns Rerated

The Kentucky Actuarial Bureau has reduced rates in Versailles, which is transferred from Class 8 to Class 7. Largest reduction was on churches and other public buildings, amounting in some instances to 25 or 30 percent. The rate on all classes of dwellings is reduced 4 cents per \$100. The rerating resulted from improvement in fire protection.

Rates at Sebree, Ky., will be reduced 30 to 40 percent about Jan. 1. The Actuarial Bureau is now making a survey of the city, which will be changed from 10th to an 8th class.

Sprague Visits Texas Agents

M. E. Sprague, secretary of the Home of New York, has been visiting Texas agencies, accompanied by D. D. McLarry, Dallas, state agent.

Helms Forms General Agency

J. D. Helms, formerly manager at Atlanta for the Hooper-Holmes Bureau, has organized a general agency in Atlanta in the Haas & Howell building, representing the Homeland and First American for Georgia and Alabama and the Caledonian for Georgia. At one time he was a special agent in the southeast.

Plan Virginia Paid Secretary

RICHMOND, Dec. 2.—The executive committee of the Virginia Association of Insurance Agents, of which J. Davis Ewell of Richmond is chairman, is scheduled to hold another meeting this week. It is understood that the committee plans to discuss ways and means of raising funds for the employment of a paid secretary-manager. Sentiment among members of

the committee is that sufficient funds should either be raised or underwritten to guarantee operation of the office for at least two years.

Dissolve Adjustment Company

NEW ORLEANS, Dec. 2.—The A. J. Miazza Adjustment Company has been dissolved. E. A. Rachel, a member of the firm, will continue to operate independently with headquarters in the Maritime building, while Angelo Miazza and M. E. Gutierrez have joined the New Orleans office of the Fire Companies Adjustment Bureau.

Ledbetter New Chairman

NEW ORLEANS, Dec. 2.—John H. Ledbetter, associate general agent of the southern department of the Hartford Fire, has been appointed chairman of the Louisiana-Mississippi conference committee, succeeding E. N. O'Beirne, southern manager of the Automobile.

Regional Meet at Amarillo

A regional meeting of the Texas Association of Insurance Agents was held at Amarillo with T. J. Lyle, Shamrock, regional vice-president, presiding. Secretary D. G. Foreman said that the low

rate of interest paid on the sounder bonds and savings accounts does not affect the fire insurance companies to the extent it does the life companies because of the high liquidity required in fire company assets. Henry Thomson, Amarillo, was nominated for regional vice-president of District 7.

Arkansas Agents' Meeting

At the fall meeting of the Arkansas Association of Insurance Agents at Little Rock Thursday, there will be two set speakers. John D. Saint of Oklahoma City, manager Oklahoma Association of Insurers and W. M. Beale of Memphis, regional insurance supervisor of the HOLC, will speak.

Bartlesville Exchange Incorporates

The Bartlesville Insurers Exchange, Bartlesville, Okla., has been granted a charter with H. E. Wilkins, H. N. Landis and George Woods as incorporators.

New Agency in Dallas

A new agency known as Bynum & Hunt has been organized in Dallas. E. B. Bynum is general agent in Dallas of the Pan-American Life and has been in the insurance and mortgage loan business in Dallas for 18 years. Carl H. Hunt has been associated with the R. H. McLarry agency in Dallas.

E. A. Lange, 46, who had served 13 years as auditor of the F. M. Coleman & Co. agency, San Antonio, Tex., died from a stroke of apoplexy.

PACIFIC COAST AND MOUNTAIN

Plans Washington Legislation

Commissioner Sullivan is Drafting Agents' Qualification Measure—Wants Power to Impose Fines

SEATTLE, WASH., Dec. 2.—Commissioner Sullivan of Washington, who was reelected for another four-year term by a two to one majority, is laying plans for several important amendments to the state insurance code which he will present to the 1937 legislature which convenes in January for a 60-day period. He is completing a draft of an agents' qualification law which will embody salient features of the acts of several states. Both fire and life agents applying for a license for the first time will be required to take a written examination, according to the proposed measure. When the first draft of the law is completed Commissioner Sullivan will submit it to various insurance organizations in the state for recommended changes before the bill is introduced as a departmental measure. Commissioner Sullivan also plans to ask the legislature to give the insurance commissioner authority to assess fines for violations of the insurance code. At present, the only penalty prescribed is cancellation of license. More stringent twisting laws will likely be the subject of another bill.

Briggs and Mesher at Everett

The Snohomish County Insurance Agents Association held its monthly meeting at Everett, Wash. H. E. Briggs, chairman of the executive committee of the Insurance Agents League of Washington, and Irwin Mesher, executive secretary, spoke. President George H. Wilson had charge of the meeting.

Ross on Safety Commission

Governor Martin of Washington has appointed a traffic safety commission, acting favorably on the resolution adopted by the Insurance Agents League of Washington at its annual meeting in Seattle. Representatives of 30 interested civic and trade groups are on the commission, including President Terry L. Ross of the Agents League.

A. H. Talmage Has New Post

Former North British Man Becomes First Assistant to Hoadley in San Francisco

A. H. Talmage, who until a few weeks ago was assistant Pacific Coast manager of the North British group, has now become first assistant manager of the coast department of the American and Rochester American. G. O. Hoadley, manager of those two companies on the coast, has been in the east. After terminating his connection with the North British, Mr. Talmage went to New York and very shortly arranged for his new work.

Mr. Talmage attended the University of Georgia and then entered a local agency at Athens, Ga., in 1919. Three years later he went into the New York head office of the North British as an apprentice. After some field experience, he was recalled to the home office in 1927 as assistant general agent in the southern department. Later he became general agent and then secretary in charge of that department.

In 1932 he was sent to the coast as assistant manager.

Cut Montana Hail Rates

At the meeting of the Pacific Coast Hail Conference at Spokane, decision was reached to reduce the hail rates on all crops in the northern and north-eastern part of Montana.

Give Fire Prevention Awards

SEATTLE, Dec. 2.—Nearly 100 officials of King county's 33 community clubs were guests of the King County Insurance Association at a dinner when awards were given to the clubs having the best fire prevention record the past year. Fire Chief Corning of Seattle and Capt. S. E. Sanislo, head of the public relations division of the department, presented the awards.

Louis LaBow, past president of the association, pointed out that Seattle's average fire rate has been reduced in the past ten years from \$1.35 to \$1.07. He urged the clubs to continue their fire prevention programs. Floyd F.

Bowles, insurance manager for White & Ballard, handled the arrangements.

Free lunch will lure the members of the association to their monthly meeting Dec. 10. A big turnout is expected to hear Coach James Phelan of the University of Washington, Pacific Coast Conference championship football team, who will attend with members of his squad.

Eight-Point Contract in Oregon

SALEM, ORE., Dec. 2.—According to discussion at a meeting of the Oregon conference committee, it is expected that the eight-point supplemental contract for mercantile and manufacturing risks will be available for use in Oregon within 30 days. The Oregon Insurance Rating Bureau has promised a reprint of Oregon general rules and rulings, and interpretations consolidating the information and bringing it up to date.

North America to Build on Coast

The North America is preparing to erect a building in San Francisco to house its Pacific Coast department. It will be located in Sansome street, opposite the present coast offices of the North America. Sheldon Catlin, vice-president, is on his way to the coast now to look after some of the details. The North America also has its own buildings in Philadelphia, New York, Baltimore and Omaha.

California Examinations

SAN FRANCISCO, Dec. 2.—A new series of examinations of new agents, brokers and solicitors have been started by the California department. Examinations to be held in December include weekly tests at Los Angeles until 523 applicants have taken the examinations; two at Fresno today, four examinations at stated intervals in San Francisco, where more than 400 are expected to respond to the call today; Riverside, Dec. 10; Salinas, Dec. 11; San Diego, Dec. 4; Santa Cruz, Dec. 10.

King Is Yakima Speaker

C. Roy King spoke at the November meeting of the Yakima (Wash.) Fire Insurance Exchange, reporting on the activities of the state association. W. F. Bridgeford, chairman of the exchange's school insurance committee, reported.

Name H. H. Osborn Secretary

H. H. Osborn, who was formerly chief underwriter in the San Francisco offices of the North British group, has been appointed secretary in the Pacific department under Manager A. T. Bailey. Mr. Osborn has been with the North British since 1910.

Mr. Osborn started his insurance career in the old coast department of the Pennsylvania under his father, the late R. W. Osborn, and continuing with the organization when that company was merged on the coast with the North British companies. H. H. Osborn has worked in practically every department

and for the past several years has been chief examiner and assistant to the managers. Under the new arrangement there will be no executive with the title "assistant manager," the duties, however, will be handled by Mr. Osborn.

Denver Annual Meet Dec. 18

DENVER, Dec. 2.—The annual election meeting of the Denver Association of Insurance Agents will be held Dec. 18, it was announced by President Tracy Heatwole. A new agents' qualification bill is expected to be the principal subject of discussion.

Reports on Social Security

The San Antonio, Tex., Insurance Exchange heard a report of Secretary F. F. Ludolph on the application of the social security act to insurance agents at its last meeting. A nominating committee composed of C. O. Sawtelle, chairman, T. C. Baker, and W. S. Grothaus, was appointed. F. C. Gittinger was appointed to represent the exchange on the chamber of commerce committee on insurance.

Christ in Pacific Northwest

Jack Christ, assistant Pacific Coast manager at San Francisco for Corroon & Reynolds, was in the Pacific Northwest last week conferring with several general agencies which represent companies of the fleet. The American Equitable's agency plant in the northwest reports to the Pacific department in San Francisco.

Clinton S. Weeks, 70, veteran underwriter of the C. B. DeMille General Agency, Seattle, died of a heart attack. He had been with the DeMille agency 15 years.

EAST

Expect Mercantile Increase

Philadelphia Manufacturers Are Working at Top Speed; Many Inspections Made

PHILADELPHIA, Dec. 2.—Philadelphia offices recently are said to have turned optimistic regarding possibilities of a decided increase in mercantile fire premiums the latter part of the year. Although the increase is slight at this time, all indications point to a decided gain before long.

An abnormal number of inspections were made in plants of the Philadelphia area. A large number of these inspections are on new manufacturers just starting up. Inspectors and engineers report that virtually every manufacturer is working at top speed, many of them night and day, trying to keep pace with orders on hand.

Philadelphia fire men are confident that as soon as manufacturers begin to catch up slightly on present orders so that mercantile establishments can se-

cure goods, the practice prior to the depression of purchasing against price increases again will become prevalent, and increased premiums from insurance on merchandise stored in warehouses will result. Some business already has been received along this line, but it is only a forerunner of the increased volume which is expected.

Forsythe Now an Independent

J. A. Forsythe, Jr., who has resigned as district manager at Harrisburg, Pa., for the Fire Companies Adjustment Bureau, plans to open an office as independent adjuster at 2300 Market street, Harrisburg. He has been in the adjusting business 20 years.

Slate Ellis for President

Alexander Ellis of Russell, Fairfield & Ellis has been nominated for president of the Insurance Society of Massachusetts. The annual meeting will be Dec. 8. For vice-presidents there are

nominated: A. F. Nelson, Kaler, Carney & Liffler; F. J. O'Hara, John C. Paige & Co.; J. W. Gahan, Boit, Dalton, Church & Hamilton; for secretary, F. J. Devereux, Patterson, Wylde & Windeler; for directors, C. F. J. Harrington, Warde Wilkins, Leo M. Slattery and K. H. Erskine.

Pittsburgh Club Sets Record

PITTSBURGH, Dec. 2.—Attendance at the meeting of the Insurance Club of Pittsburgh Monday hit a new high record when 62 met in the new club-rooms in the William Penn Hotel.

Improve Buffalo's Protection

BUFFALO, Dec. 2.—The city water department has completed installation of three new high pressure pumps to be used for fire service in the principal business district. Some 200 hydrants will be connected directly with the new lines in time of fire of serious nature.

CALEDONIAN INSURANCE COMPANY

The Oldest Scottish Insurance Office

GOOD faith to agents and policyholders at all times has been one of the fundamental policies of this company. It is exemplified by an honorable reputation, sound practices, sound underwriting and a sound financial policy.

Caledonian-American Insurance Co. of New York

Robert R. Clark
U. S. Manager and President

The Netherlands Insurance Co. of The Hague, Holland

Established 1845
Robert R. Clark, U. S. Manager

Executive Offices: Hartford, Conn.

NEW YORK
BUFFALO
PITTSBURGH
CLEVELAND
COLUMBUS
DETROIT
INDIANAPOLIS
MILWAUKEE
MINNEAPOLIS
DULUTH
ST. LOUIS

Contingent Commissions

Now is the time to insure your earned profits and be guaranteed against loss at the end of the year.

We are prepared to place such risks under an approved form at equitable rates.

MARSH & MCLENNAN
164 West Jackson Boulevard Chicago

TULSA
PHOENIX
SAN FRANCISCO
LOS ANGELES
PORTLAND
SEATTLE
VANCOUVER
WINNEPEG
MONTREAL
BOSTON
LONDON



LIKE A FAMILY DOCTOR THE

GENERAL AGENT NEAREST YOU IS WORTH KNOWING

• An insurance specialist in his territory—that's a General Agent. He knows every step of it, covers it thoroughly, is familiar with local conditions, and is always ready to help YOU as a Local Agent, and NOT compete with you.

ARKANSAS

Coates & Raines, Inc.
Little Rock

Trezevant & Cochran
General Agents Since 1876
Little Rock

CALIFORNIA

Edward Brown & Sons
San Francisco

KANSAS

T. W. Garrett, Jr.
Gen'l Agcy., Inc.
Kansas City

Kansas Underwriters
Wichita

KENTUCKY

Bradshaw & Weil Gen.
Agcy. Co.
Incorporated
Louisville

LOUISIANA

Trezevant & Cochran
General Agents Since 1876
New Orleans

OKLAHOMA

R. W. Drake & Company
Complete Insurance Facilities
Oklahoma City

Trezevant & Cochran
General Agents Since 1876
Oklahoma City

TEXAS

Trezevant & Cochran
General Agents Since 1876
Dallas

• Find out today about the General Agent's way—write the office nearest you or the American Association of Insurance General Agents, Gas & Electric Bldg., Denver, Colo.

Underwriters' representatives viewed the pumps in exhaustive tests last week and pronounced them highly efficient.

New Dunkirk, N. Y., Agency

W. H. Stegman is president of the new Stegman Agency, just formed in Dunkirk, N. Y. to take over the insur-

ance business formerly operated by the Rusch Realty Co. with Mr. Stegman as manager. A. B. Towne is vice-president and Miss Genevieve Politowske secretary.

O. M. Sudler and L. A. Conover have taken over the agency of the late W. L. Benjamin in East Orange, N. J., under the firm name of **Sudler & Conover**.

IN THE CANADIAN FIELD

Strive for Reform in Canada

Recent Parley of U. S. and Dominion Officials Was Unproductive But Another Is Now Scheduled

TORONTO, Dec. 2.—Though disappointed at the failure of American and Canadian company officials at their recent conference to agree on a program for improving the conduct of the fire business in the Dominion, executives are yet hopeful that the result may be attained at another session to be held about the middle of this month. An extensive survey of field conditions and the basic reasons for the unhealthy practices now prevailing in a number of the provinces has been prepared and with these reliable and complete data before them, it is anticipated a start at least can be made towards reform.

Mutual and non-tariff competition has been severe for several years, and has been particularly so in recent months, due to the failure of the orthodox companies to offer a united front. Not only are tariffs deeply cut but where manual rates are obtained excess commissions are paid.

It was thought that the merging of the fire and the casualty governing bodies into a central organization last July would have a corrective influence, but such result is not apparent, though six months have now elapsed since the consolidation was effected. The bulk of Canada's premium income is derived from Ontario and Quebec, where the majority of the industrial concerns are located. Local agents as well as company managers are concerned over the insurance situation, and would welcome the application of a sound policy that would stabilize the conduct of their business.

Change in Canadian Deposit Law Is Asked by Finlayson

MONTREAL, Dec. 2.—Deposits of insurance companies with the Dominion government should be held entirely for the protection of Canadian policyholders, and the provision in the foreign companies insurance act of 1932, permitting a departure from that principle, is a flaw in Canadian insurance legislation, said G. D. Finlayson, Dominion insurance superintendent, at a meeting of the Montreal branch of the Engineering Institute.

The 1932 measure, said Mr. Finlayson, was the outcome of a campaign started about 1917 by representatives of certain foreign reciprocal exchanges. It had also received the support of a few life companies on the assumption that similar concessions would be made to them by certain minor republics where they did business. At the end of 1935, six foreign reciprocal exchanges had their Canadian deposits held for the protection of policyholders at large, while the deposits of five other similar companies, and of a dozen mutual fire companies, are solely for the protection of Canadian policyholders.

"It is obvious," he continued, "that the provision in question makes of very uncertain value the deposits held thereunder from the standpoint of the Canadian policyholder. All that the department can do while it remains in force, is in its reports and other publi-

cations, to draw the attention of the public to the fact that the deposits are subject to the special provision of the act."

Underwriting Profit for Canada Improved in 1935

OTTAWA, Dec. 2.—The underwriting profit of 15.61 percent realized by fire companies on their Canadian business for 1935 is very gratifying to executives and stockholders of these companies, when considering the unfavorable experience of a few years previous. The underwriting profit is calculated by deducting from the premiums earned the losses and expenses incurred. No special allowance is made in the computation for a conflagration reserve for the reason that no account has been taken of the interest earned on the unearned premium reserve and other reserves and also for the reason that the losses incurred include conflagration losses as well as normal losses.

In 1935 Canadian companies made a profit of 19.02 per cent compared with 22.08 per cent in 1934; British companies 14.91 percent compared with 13.80 percent, and United States and foreign companies 14.67 in 1935 and 13.88 percent in 1934. The average underwriting profit for all companies in 1935 was 15.61 percent compared with 15.41 in 1934. The average for all companies in 1929 1.96 percent; in 1930, it

was .85 percent; in 1931, —2.45 percent; in 1932, —5.73 percent and in 1933 it was 5.43 percent.

Report on Premiums

Fire premiums totaled \$42,000,000 in Canada in 1935 and \$227,000,000 in 1931-35, according to an analysis by the Dominion insurance department. The loss ratio in 1935 was 36.25 percent and the average for the five year period was 51.64 percent. The loss ratio of the provinces in 1935 with the five-year ratio in parenthesis follows: Alberta, 29.88 (43.60); British Columbia, 34.25 (43.42); Manitoba, 27.39 (37.20); New Brunswick, 41.69 (63.56); Nova Scotia, 41.38 (55.98); Ontario, 33.35 (50.60); Prince Edward Island, 38.46 (66.98); Quebec, 45.94 (62.30); and Saskatchewan, 27.68 (43.61).

Dwellings in protected areas in 1935 had a loss ratio of 36.18 percent, while dwellings in the unprotected areas had a loss ratio of 54.56 percent.

Study Standard Forms

TORONTO, Dec. 2.—The committee of underwriters on automobile standard forms at a reorganization meeting here appointed Superintendent McNairn, of Ontario, and E. M. Hill, Dominion of Canada General, to study the proposed forms and report at the next meeting. A request has been made to the Ontario department for permission to exclude from a bus policy coverage respecting operation in the United States.

Winnipeg Office Named

MONTREAL, Dec. 2.—The Atlas Assurance has appointed Osler, Hammond & Nanton, Winnipeg, general agent for the provinces of Manitoba, Saskatchewan and Alberta, effective Jan. 1. The Winnipeg branch office of the Atlas will be continued for a few months to facilitate the transfer. F. R. McDowell, branch manager, will continue associated with Osler, Hammond & Nanton in Winnipeg.

MOTOR INSURANCE NEWS

Finance Firms' Stand Told

Say They Write Covers Because They Need the Remuneration and to Serve Clients Properly

At the recent meeting of the Illinois Association of Insurance Agents the question of finance companies writing automobile insurance was brought up and it was suggested that further information could be secured from the American Finance Conference, the national trade association of 361 independent finance companies.

The conference, which met recently in Chicago for its annual convention, was attended by 473 finance men. One open forum was devoted to discussion of automobile insurance.

When asked why finance companies write insurance coverages on cars financed by them, Fred V. Chew, executive vice-president of the conference, said:

"The nature of the business is such that insurance cannot be separated from financing without increasing costs to purchaser, due principally to increased handling costs and additional hazards assumed. Present insurance coverage is a matter of office routine in the finance company. There is no need to check the standing of numerous stock and mutual insurance companies or reciprocal associations, which would be necessary if the business were handled by thousands of agents and brokers throughout the country."

Mr. Chew emphasized that when the car is paid for the insurance business either goes into the hands of aggressive local agents, or the car owner reduces or

drops his coverage entirely, because the finance companies as a group have not been interested except where they have an equity.

"Have No Quarrel"

Saying the finance companies have had no quarrel with insurance agents in the past, he added: "What is to prevent the finance company from continuing these renewals which are now open to the local agents? Would it not be detrimental to the insurance business if the finance companies were forced, as a matter of self-preservation, to organize their own insurance company or expand their operations to include a general insurance business, writing all types of insurance in competition with local agents and brokers?"

"At the moment conference members have 361 home offices and over 500 branch offices in all parts of the United States. Would it be good business for insurance agents to force more than 850 offices and more than 5,000 field contact men into active insurance competition? This would be very far-reaching because of close contacts with 30,000 automobile dealers and many thousands of automobile owners."

"Anything which affects the prosperity of the automobile industry is of immense concern to the automobile manufacturers, since a complete automobile financing service is absolutely essential to the welfare of the automobile industry. By complete, we mean facilities for financing used cars also, and financing dealers' stocks before they are sold, which facilities have been established and are being maintained by finance companies, sometimes at a loss to themselves."

"We believe much of the recent propaganda will subside when insurance men

have thought through the facts. We also believe that insurance men should encourage finance men to be their friends and allies, rather than their business enemies."

Opens New Insurance Field

J. Ross Moore Appraises the Place of Trailer and Its Hazards in Addressing Manufacturers

In addressing a gathering of the Trailer Car Manufacturers Association in Chicago, J. Ross Moore, manager of the National Automobile Underwriters Association, observed that although the future of the industry is impossible to predict at this time, the underwriters should study the insurance problems involved, working in cooperation with the manufacturers and applying to the problems all the experience, technical knowledge, etc., at their command.

If the insurance people and the automobile manufacturers had sat down together in the early stages of the automobile industry and viewed their mutual problems, the business would have developed much more satisfactorily, he said. He added, however, that as the automobile business developed, the auto industry has consistently cooperated with the insurance business in the matter of construction and the effect of construction upon insurance hazards. The automobile industry has cooperated to the utmost with the automobile underwriters and with the Underwriters Laboratories. As a result, he said, automobile fire rates are now about one-fifth of what they were in the infancy of the automobile.

Opens New Field

The trailer industry, he declared, opens an entirely new field for insurance. Several types of trailers must be considered. For example, there will be the commercial or demonstrating vehicle used for show room purposes, for huckstering, for circulating libraries, etc.

Then there is the auto home. These may be used as permanent domiciles or as vacation equipment, replacing the summer cottage or tent, or being used by sportsmen. A good many observers, he said, believe that the commercial use will prove the more permanent.

The most important fire hazard, according to Mr. Moore, is that existing within the vehicle itself. Standardization of construction is important, he declared. Insofar as insurance hazards are concerned, trailers should be manufactured in accordance with certain definite requirements.

The most important possibilities of fire within a trailer consist of the electric wiring, heating, cooking and refrigerating facilities and the carrying of liquid fuel.

The second important hazard, which cannot so well be measured by physical protection, is one that may affect either

the entire vehicle or parts of its permanent equipment. That is the hazard of theft. Insurance companies have no reliable experience in determining the extent of this risk. However, it is assumed, that unless trailers are equipped with proper locking and other protective features and numbering system, pilferage of equipment and even loss of the entire vehicle may develop into a very real cause of loss.

The insurers are also concerned about the risk of collision. More driving skill is required when a trailer is being hauled. If the driver is not competent and the braking facilities are inadequate, numerous and serious accidents are likely to occur, particularly on steep, treacherous and narrow highways. Insufficient lighting and signaling equipment may contribute to loss.

The insurance people are not prepared to pass judgment on the effect upon the automobile itself of towing trailers and of the adequacy of the automobile's power and construction to handle the additional load. However, this is a matter in which the insurance people are interested.

The insurance companies must also recognize the fact that serious damage is likely to result from congestion in localities not fully equipped with fire protection; in low-lying territory subject to flood; or in sections where tornadoes are prevalent.

The factor of ownership is also important. There is speculation as to the future of such equipment where the purchaser is of the nomad type, or where the equipment may be used only for a few weeks or where the vehicle may be rented for a few weeks. Unusual care in underwriting must be exercised where there is no legal and actual ownership of the property.

It is too early to answer or measure the various hazards accurately, Mr. Moore explained. He said he was merely outlining the scope of the problem.

Projections Being Removed From New Cars for Safety

THE NATIONAL UNDERWRITER received an inquiry from an agent in New York City as to whether there is any state that has a law prohibiting the use of so-called dagger-type automobile door handles on account of the severe injuries that they have caused. A good many of the 1937 automobiles are equipped with flush type door handles. The inquirer stated that he had been informed that several states had passed laws requiring the use of flush type handles.

The "Automotive Daily News" of Detroit was questioned about this and the editor replied that they had no record of any state specifying door handles on automobiles. The editor states that the Automobile Manufacturers Association has been attempting to have manufac-

turers remove the dagger type handle as well as sharp or projecting radiator ornaments. This year's car designs follow closely in line with these suggestions, but the editor states that he knows of no legal restrictions that have been placed upon them in any state.

Takes Collision Jurisdiction

RICHMOND, VA., Dec. 2.—In accordance with an act passed by the last general assembly of Virginia, the corporation commission has assumed jurisdiction over collision rates, rules and regulations. It already had jurisdiction over automobile liability and property damage.

Bank Financing Premiums

BRIDGEPORT, CONN., Dec. 2.—One of the established banks of this city is advertising its willingness to loan

to prospective automobile buyers on a 5 percent interest basis, stating they will be afforded 18 months within which to make repayment, and assuring that insurance on cars may be placed by owners through local agents. Insurance men foresee an increasing number of financial institutions turning to automobile loans as a profitable outlet for accumulated funds, the urge of local agents that such policy be pursued apparently being growingly effective.

Finance Drive in Knoxville

KNOXVILLE, TENN., Dec. 2.—The Knoxville Association of Insurance Agents has initiated a program to obtain for its own members a large part of the estimated \$200,000 a year spent in insurance premiums on automobiles bought on the part-payment plan in Knoxville. Several Knoxville banks are cooperating in making loans.

STANDARD INSURANCE COMPANY OF NEW YORK

Head Office: 80 John Street, New York

J. A. KELSEY, President.

C. L. HENRY, Secretary

G. Z. DAY, Vice-President

STATEMENT JUNE 30th, 1936

CAPITAL	\$1,500,000.00
PREMIUM RESERVE	1,464,323.87
OTHER LIABILITIES	207,978.28
NET SURPLUS	3,243,235.02
TOTAL ASSETS	6,415,537.17

Bonds and Stocks valued on New York Insurance Department Basis. Securities carried at \$60,508.94 in the above statement are deposited in various States as required by law.

Chicago Branch: 175 West Jackson Blvd.

Alfred J. Couch

Manager Brokerage and Cook County Depts.

H A N O V E R

Don't You Agree

Careful provision by an agent for his Assured's Protection, involves not only Proper forms of Coverage—But **VITAL ALSO** is the careful selection of sound Companies whose **Policy Contract** definitely provides safe protection.

The Hanover & Fulton offer you—both.

\$4,000,000 CAPITAL JAN. 1, 1936

\$10,002,128 POLICYHOLDERS' SURPLUS

\$16,535,750 ASSETS

LOSSES PAID SINCE ORGANIZATION \$62,000,728

The HANOVER FIRE INSURANCE COMPANY of New York *Montgomery Clark, Pres.*

MARINE

Grant Succeeds Spicer as Head of the Marine Group

A. B. Grant, the first of the year will succeed H. W. Spicer as U. S. manager of the Thames & Mersey Marine, North China, and as marine manager in New York of the Liverpool & London & Globe, Star and Federal Union. Mr. Grant has been assistant manager of the Thames & Mersey since 1898. He served in his earlier years at the head office in Liverpool. He went to New York in 1919 and was named assistant manager in 1930.

Succeeding Mr. Grant as assistant manager will be C. H. Pedersen, who has heretofore been secretary. Mr. Pedersen has been with the company in Liverpool and New York since 1914.

Mr. Spicer is retiring from business. He joined the Thames & Mersey in Liverpool in 1895. He went with the agency firm of Patterson, Wyld & Windeler of Boston in 1912, but returned to the Thames & Mersey as assistant manager in New York in 1919.

Name Kausler in New Orleans

NEW ORLEANS, Dec. 2.—George S. Kausler, Ltd., has been appointed marine general agent of the Pacific Coast Fire and Century.

General of Trieste in N. J.

The General of Trieste has entered New Jersey. It writes inland and ocean marine. S. D. McComb & Co. of New York are United States managers.

Floyd E. Brishine has sold his interest in the Portland agency of Brishine & Mansfield to Charles A. Mansfield, and removed to Los Angeles to open an agency.

Marine Term Plan Is Up in Chicago

(CONTINUED FROM PAGE 3)

old, accepted custom in their end of the business. Having had long experience with it they are bitterly opposed to having it adopted in the marine department.

Throughout the life of the I. M. U. A. there has been in effect and enforced a rule that marine policies under jurisdiction of the organization be written only for a one year term. Only a few days ago a bulletin was sent broadcast through the country by Albert Willcox & Co., New York City, secretary-manager of the I. M. U. A., strongly emphasizing that the one year term rule be strictly adhered to, and asking for reports of violations. Only fine arts is excepted.

Thus it may be seen that the old unsolved problem in St. Louis, where Lawton, Byrne, Bruner, general agents of the Millers National, secured a very large proportion of the personal property floater business through offering the three year term plan, and the growth of a similar although not so aggravated condition in Chicago, have precipitated something of a national marine insurance issue.

Offer Extra Commission

In Chicago, it is reported some outsiders have been offering 5 percent additional commission. Companies that must report through the Chicago Board pay 20 percent to Class 1 agents on personal property floater business. The inducement by outside companies of two and a half premiums for three years, and, it is said in some instances, 25 percent commission even to brokers, presents a condition that easily could get out of control.

The Millers National is "regular" in Chicago, being a member of the Chicago Board and thus through the marine

agreement subject to I. M. U. A. rules. Two companies outside both organizations which are said to represent the competition are the Northwestern National and the General of Seattle.

Manager Glidden of the Chicago Board stated he was not familiar with the situation, and could not say whether competition of the outsiders' term plan was acute. A marine manager of an office doing a large amount of personal property floater business expressed disbelief that the term competition was anything more than spasmodic, and also was confident the I. M. U. A. would not broaden the rules to permit writing three year term. Of the many risks of his office that are exposed, the term competition was found in only one case, he said.

Some months ago the I. M. U. A. committee visited St. Louis to get facts at first hand. Appeals were made by local managers of regular companies to meet the issue by permitting issuance of three year term, but the committee packed up and returned to New York, since when no action to meet the situation has been taken. One large St. Louis office with a considerable amount of personal property floater business is reported to have lost 80 percent of it to the outside competitors.

Participating Membership

Under Chicago Board rules, outsiders may apply for a participating membership in the personal property floater control plan alone. Manager Glidden told the I. M. U. A. committee. This would bind the company to observe I. M. U. A. rules relating to that coverage, since some time ago the Chicago Board adopted those rules in toto.

The other members of the I. M. U. A. committee besides Mr. Powell, are: D. C. Bowersock, Providence Washington; W. F. Boylan, St. Paul F. & M.; S. W. Carey, 3rd, Appleton & Cox; Harold Jackson, Wm. H. McGee & Co.; E. J. Perrin, Automobile of Hartford; E. G. Shipser, Commercial Union, and L. C. Lewis, North America, ex officio, chairman I. M. U. A. executive committee.

Commissioners to Ponder Changes in Fire Contract

(CONTINUED FROM PAGE 3)

missioners is just the start of a long journey toward revision of the standard fire policy. After they agree on the subject the various states must adopt the form recommended.

SEE SMALL CHANCE OF ACTION

NEW YORK, Dec. 2.—Despite the wide interest in the suggested revision of the standard fire policy since the appointment by the National Association of Insurance Commissioners of a special committee to study the proposition, definite action on the question at the gathering of the association at Hot Springs, Ark., next week is not anticipated by company executives.

That the standard form contract, adopted in New York in 1917 and since approved by a number of states, might be revised to advantage is conceded, and were it possible to limit revision to conditions that by common consent could be eliminated, and to reform the phrasing of certain other conditions in the interest of clarity, no valid objection thereto would be offered. What the executives fear, however, is that once the work of revision be undertaken, there would be no limit to the reformations proposed, some of which, if adopted, would be revolutionary and would seriously affect the conduct of the business.

A further argument offered in opposition to any change at this time is that through the adoption of the supplemental agreement and the broad coverages offered under inland marine policies, which closely relate to the fire cover, it would be wise to wait, say five years, until more experience is obtained under these covers.

If any substantial change in the present standard form were decided upon,

it would necessitate a revision of the rating structure and the bureau rules.

Agency Corporations as Employees

Should the internal revenue department decide that agents are employees for the purposes of the old age pension proposition, some complicated questions would arise. For instance, in an agency that is a corporation how would the insurer allocate the payments to the government as among the various officers of the corporation? The problem would exist in somewhat lesser degree in the case of an insurance agency that is a partnership.

TIPS of the Month

DECEMBER



Old customers are your best sources of prospects. If you have thoroughly sold them on the service you give, your customers will be glad to tell you the names of friends who need insurance—if you ask for them. Why not use this way of building up your prospect list?



Don't consider your expiration notice as merely routine. Give it serious thought. Examine it through the critical eyes of the insurance-buying public. See if it has those elements which reduce loss of renewals and increase new business, personal influence, and friendly relations. Boston and Old Colony agents' expiration notices do just that.



Send your bills so that they will be received on the last day of the month instead of the first. When a single bill comes in, on the morning of the last day, the natural reaction is to pay it and get it out of the way prior to receiving a number of bills which are always expected the first day of the month. This suggestion is one of many in "Bringing in the Dollars," a book Boston and Old Colony agents use for their own profit.



Two full pages of these "Tips" appear monthly in our magazine, "The Accelerator." In addition, every issue carries practical, timely, workable suggestions to increase income—exciting ideas on salesmanship and office management—small newspaper ad layouts with a big punch—"service cards" that land automobile owners—folders that win attention by art work and convince by copy. Write for a sample copy.



The agent who has a definite plan to change prospects into policyholders will find his effort rewarded, and rewarded well. And we have just the plan for a carefully selected group of agents. Our agents endorse it because it helps them make more money. We are so confident of the merit of it that we believe you would be our agent for life if we could induce you to put it to work for your agency. It is described in our free booklet "Planned Progress." Write for it today.

BOSTON INSURANCE COMPANY AND
OLD COLONY INSURANCE COMPANY
87 KILBY STREET, BOSTON, MASSACHUSETTS

Incorporated 1868

THE STANDARD FIRE INSURANCE COMPANY OF NEW JERSEY, TRENTON

FRANK J. BREEN, President

"A GOOD AGENCY COMPANY"

NEW YORK UNDERWRITERS INSURANCE COMPANY

CAPITAL \$2,000,000

A. & J. H. STODDART, General Agents

90 John Street - - - - - New York City

FIRE - AUTOMOBILE - WINDSTORM
BUSINESS INTERRUPTION INDEMNITY

INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

ALABAMA

**LAW OFFICES OF
Coleman, Spain, Stewart
& Davies**
706 to 719 Massey Building
Insurance Attorneys
Birmingham, Alabama

ARIZONA

HENRY C. McQUATTERS

Masonic Building
Flagstaff, Arizona
Trial of all insurance cases in State and Federal Courts. Covering Northern Arizona.

FRED C. STRUCKMEYER Associates

J. Bolivar Sumter
James E. Flynn
209 Luhrs Building
Phoenix, Arizona

FREDERIC G. NAVE

512 Valley National Bldg.
Tucson, Arizona
Aetna Group, American Auto, Connecticut Indemnity, Fidelity & Casualty, The Massachusetts Bonding, The Travelers and other leading companies.
General Insurance Practice

CALIFORNIA

HERBERT W. KIDD

735 I. N. Van Nuys Building
LOS ANGELES
Eugene S. Ives Victor C. Rose
Fred Aberle John S. Bolton
Benjamin S. Parks
Equipped Investigations, Adjustments.
Trial All Cases.
Cable Address—Herki

MESERVE, MUMPER, HUGHES & ROBERTSON

555 So. Flower Street
Los Angeles, California

Irving E. Read

910-742 S. Hill Street
Los Angeles, California

Specializing in Trial Work. Claims referred to competent adjusters. Member of Chicago Bar from 1912 to 1929.

WILLIAMSON, RAMSAY & HOGE

Title Insurance Building
433 S. Spring Street
Los Angeles, California

CALIFORNIA (Cont.)

Dunn, White & Aiken
Sixth Floor, Syndicate Bldg.
Oakland, California

**HUSTON, HUSTON &
HUSTON**
Capital National Bank Building
Sacramento—California
Also Offices
Democrat Building
Woodland, California

NOLAND & SEGRETTE
Salinas National Bank Bldg.
Salinas—California

Equipped for investigations, adjustments, settlements of claims, trial of all insurance cases in State and Federal Courts in this territory.

Hugh A. Sanders Y. A. Jacques
SANDERS & JACQUES
920 Bank of America Building
San Diego, California
Fidelity & Cas. Co. of N. Y., Ocean Acc. & Guar. Co., Trial of All Insurance Cases in State and Federal Courts.
Equipped for investigation and adjustments in surrounding territory.

HADSELL, SWEET, INGALLS & LAMB

Financial Center Building—San Francisco
Partial Representation: Continental Cas. Co., Fidelity & Cas. Co., Globe Ind. Co., Great Amer. Ind. Co., London Guarantee & A. Co., Medical Prot. Co., New Amsterdam Cas. Co., Phoenix Ind. Co., Royal Ind. Co. and various Life, Fire and Health and Accident Companies.

KEYES & ERSKINE

Herbert W. Erskine William A. White
Morse Erskine J. Benton Tulley
625 Market Street
San Francisco, California
General Counsel Pacific National Fire Ins. Co., Trial of insurance cases in State and Federal courts.

JOHN J. TAHENY

Hobart Building
San Francisco, California
Representing Associated Indemnity Corp., General Reinsurance Corp., and others.
Former vice-president and general counsel of Associated Indemnity Corp., and Associated Fire & Marine Ins. Co., San Francisco.

THORNTON, MENZIES & TAYLOR

311 California Street
San Francisco, California
548 South Spring St.
Los Angeles, California
Refer to any insurance office in San Francisco. Aetna, Continental, Caldonian, Home, Home Indemnity. Others on request.

COLORADO

LEE, SHAW & McCREERY

1217 First National Bank Bldg.
Denver, Colorado
Company references given on request.
Equipped for investigation, adjustment and settlements of all claims. Trial all insurance cases in State and Federal Courts.

CONNECTICUT

POND, MORGAN AND MORSE

39 Church Street
New Haven, Connecticut
United States Fidelity & Guaranty
Fidelity & Guaranty
General Accident and many others.

DELAWARE

**MARVEL, MORFORD, WARD
& LOGAN**
Delaware Trust Building
Wilmington, Delaware
Specializing in Insurance and Corporation matters.

DIST. OF COLUMBIA

HUGH M. FRAMPTON

327 Southern Building
Washington, D. C.
Manufacturers Casualty Ins. Co.
Equipped for investigations, adjustments, settlements of claims, fire, casualty, automobile, surety—trial of all insurance cases, Maryland, District of Columbia and Federal Courts.

FLORIDA

MARKS, MARKS, HOLT, GRAY & YATES

1321 Graham Building
Jacksonville, Florida
Equipped for investigations, adjustments and trial of all insurance cases in Northern Florida.

MAGUIRE & VOORHIS

Florida Bank Building
Orlando, Florida
Representing the Aetna Group, American Surety, Fireman's Fund, New Amsterdam, National Surety, Standard Accident and many others.
Trial of all insurance cases in State and Federal Courts in this territory.

GEORGIA

BRYAN, MIDDLEBROOKS & CARTER

LAW OFFICES
924 Citizens & Southern National Bank Bldg.
Atlanta, Georgia
Equipped for investigations, adjustments, settlement of claims, and trial of all insurance cases in Georgia.

Hitch, Denmark & Lovett

17 Drayton Street
Savannah, Georgia
Representing American Surety Co. of N. Y., New York Cas. Co., Continental Cas. Co., National Surety Corp., and numerous others.
Equipped for investigations, adjustments, settlements of claims, and trial of all insurance cases in State and Federal Courts in Southern District of Georgia.

IDAHO

MARTIN & MARTIN

504-506 Idaho Building
Boise, Idaho
Fireman's Fund Insurance Company; Loyalty Group; Ohio Casualty Insurance Company and others.
Equipped for investigation, adjustments and settlements of all claims. Trial of all cases in State and Federal Courts in Southern Idaho.

OTTO E. McCUTCHEON

283 Salisbury Building
Idaho Falls, Idaho
Standard Accident of Detroit, Fidelity & Deposit and others.
Investigations, adjustments, and trial of all insurance cases in State and Federal Courts—Northeastern Idaho.

JONES, POMEROY & JONES

Central Building
Pocatello, Idaho
Loyalty Group, Central Surety & Insurance, Kansas City, and General Group, Seattle.
Equipped for investigations and trial of all insurance cases, State and Federal Courts, Southeastern Idaho.

IDAHO (Cont.)

CHAPMAN & CHAPMAN

Purkholder Building
Twin Falls, Idaho
General Group of Seattle, Hartford Accident & Indemnity and others on request.
Equipped for investigations and trial work in State and Federal courts in south central Idaho.

ILLINOIS

LORD, LLOYD & BISSELL

Rm. 2460—135 South La Salle Street
Chicago, Illinois
Insurance defense—Casualty, Surety, Life & Fire Lines.

Clausen, Hirsh & Miller

Attorney & Counselors
135 South La Salle Street
CHICAGO
Special Attention to the Law of
Fire Insurance and Taxation

CLARENCE W. HEYL

8th Floor Central National Bank Bldg.
Peoria, Illinois
Trial of Insurance cases: representing MARYLAND, FIDELITY & CASUALTY, ROYAL, GLOBE, EAGLE, BANKERS INDEMNITY AND OTHERS.

JOHN M. MITCHEM

101 South Broadway
Urbana, Illinois
OHIO CASUALTY
Equipped for investigation and adjustment of claims.

INDIANA

HENRY & FUNK

Investigations—Adjustments—Trial Work
References on Request
501-7—139 E. WASHINGTON BLDG.
INDIANAPOLIS

NOEL-HICKMAN-BOYD & ARMSTRONG

Suite 1019—130 East Washington
Indianapolis, Indiana
Aetna Group, Commercial Casualty, Metropolitan Casualty, Standard Surety & Casualty, N. Y., and many others.
Trial of all insurance cases in State and Federal Courts.

Slaymaker, Merrell & Locke

Attorneys specializing in All Phases of
Fire, Marine, Life & Casualty
Insurance Litigation
751-760 Consolidated Building
INDIANAPOLIS

IOWA

DEACON, SARGENT & SPANGLER

915 Merchants Bank Building
Cedar Rapids, Iowa
Equipped for Investigations, Adjustments and Trial of All Insurance Cases

INSURANCE ATTORNEYS

* The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

IOWA (Cont.)

BRADSHAW, FOWLER, PROCTOR & FAIRGRAVE

Suite 510 Crocker Building
Des Moines, Iowa
Representing Continental Casualty—Loyalty Group—Hartford Accident and many others.
Equipped for investigations and adjustments of Insurance Claims.

PRICE, RIDER & KEEFE

State Bank Building
Fort Dodge, Iowa
Continental, General Accident, Western Automobile, and fourteen others.
Equipped for investigations.

BREESE & CORNWELL

First National Bank Building
Mason City, Iowa
Equipped for Investigations—Northern Iowa

A. R. STRONG

623 Davidson Building
Sioux City, Iowa
Equipped for investigations, settlement of claims, all insurance cases in State and Federal Courts.

KANSAS

TINCHER, RALEIGH & CUSHENBERY

381-382 First National Bank Building
Hutchinson, Kansas
Insurance Companies represented: National Union Indemnity Co., Ocean Accident and Indemnity Co., Columbia Casualty Co., Metropolitan Casualty Ins. Co. (Loyalty Group), Commercial Casualty Co.
Investigations, Adjustment and defense trial work.

PINGRY & PINGRY

First National Bank Building
Pittsburg, Kansas
The Aetna Group, Manufacturers & Wholesalers Indemnity Exchange, The Mercator Casualty Company, Indemnity Insurance Company of North America, The Glens Falls Indemnity Company.
Equipped for investigation, adjustment, settlement and trial of insurance cases over southeastern Kansas.

NORRIS, SMITH & JENKINS

Public Utility Bldg.
Salina, Kansas
Insurance Companies represented: Fidelity & Casualty, Fidelity & Deposit, Loyalty Group, American Surety, Hardware Mutual and many others.
Equipped for investigations, adjustments and trial of cases in Northwest Kansas.

Doran, Kline, Colmery, Cosgrove

903 National Bank of Topeka Bldg.
Topeka, Kansas
Equipped for investigation, adjustment, settlement and trial of insurance business of all kinds in Kansas.

KENTUCKY

KEENON, HUGUETET & KESSINGER

Security Trust Building
Lexington, Kentucky
Prudential Insurance Company; Yorkshire; Massachusetts Bonding; National Casualty, Detroit; Greyhound Lines and others.
Equipped for investigations, adjustments, and trial of all insurance cases in state and federal courts.

KENTUCKY (Cont.)

Davis, Boehl, Viser and Marcus

(Blakey, Davis and Lewis)
Kentucky Home Life Building
Louisville, Kentucky
Investigations, Adjustments and Trial of all Insurance Cases.

Woodward, Dawson & Hobson

Insurance Attorneys
615-24 Kentucky Home Life Building
Louisville, Kentucky

LOUISIANA

COBB & JONES

840 Canal Bank Building
New Orleans, La.
General Counsel for Pan-American Petroleum & Transport Company and Penick & Ford, Inc., in southern states. Specializing in casualty and surety. Trial of all cases in State and Federal courts.

MARYLAND

WALTER L. CLARK

Russel C. Thomson
Clater W. Smith
Baltimore Trust Building
BALTIMORE - MARYLAND

MASSACHUSETTS

CRYAN, SHAW AND BRADLEY

33 Broad Street
Boston, Massachusetts
Counsel for numerous insurance companies. Names given on request. Equipped for investigation, adjustment and trial of all insurance cases in State and Federal Courts.

MILTON J. DONOVAN

31 Elm Street
Springfield, Massachusetts
Fire Companies Adjustment Bureau, Inc.
Trial of all insurance cases including casualty, fire and surety in State and Federal Courts.

MICHIGAN

SEABORG & RICE

Attorneys and Counselors
827 Penobscot Building
Detroit, Michigan
Randolph 5160

SCHULZ and KAY

Attorneys at Law
General Insurance Litigation Workmen's Compensation Trial Work
Technologist Service
Equipped to handle claims and investigations
David Stott Building
Detroit, Michigan Telephone Cherry 4816

NORRIS, McPHERSON, HARRINGTON & WAER

1187 Peoples Bank Building
Grand Rapids, Michigan

MICHIGAN (Cont.)

ROSENBERG & PAINTER

881-8 Reynolds Bldg.
Jackson, Michigan
Represent: Zurich, London & Lancashire, Western & Southern, Provident Life & Accident, Michigan Mutual, Ohio Casualty, Citizens Mutual and others.
Investigations and adjustments in central and southern Michigan.
Trial of all insurance cases.

NASH & NASH

602 Second National Bank Building
Saginaw, Michigan
Equipped for investigations, adjustments, settlement of claims and trial of insurance cases in Northeastern Michigan.

MINNESOTA

BALDWIN, HOLMES, MAYALL & REAVILL

900 Alworth Building
Duluth, Minnesota
Travelers' Group, Mass. Bonding & Insurance Co., Pacific Mutual Life Insurance Co.

GUESMER, CARSON & MacGREGOR

1218-1232 Roanoke Building
Minneapolis, Minnesota

SEXTON, MORDAUNT, KENNEDY & CARROLL

Trial of insurance cases in Federal and State Courts in Minnesota.
Investigations, adjustments, and settlement of claims.
Pioneer Building Security Bldg.
St. Paul, Minn. Minneapolis, Minn.

MISSISSIPPI

WELLS, WELLS AND LIPSCOMB

9th Floor Lamar Life Building
Jackson, Mississippi
Representing Hartford Acc. & Ind. Co., Fireman's Fund Ind. Co., Continental Cas. Co., Market Service, Inc., Loyalty Group and many others on request.
Equipped for investigations, adjustments, and trials all over state.

MONTANA

M. J. LAMB

Billings, Montana
Massachusetts Bonding and Insurance Co.
Trinity Universal Insurance Co.
Aetna Casualty & Surety Co.
Fully equipped to handle investigations, and trial work in state and federal courts.

CORETTE & CORETTE

619-621 Hennessy Building
Butte, Montana
American Surety Company; New York Casualty Company; Sun Indemnity Company.
Equipped for investigations, adjustments, trial of all insurance cases in Butte, Helena and western Montana.

HALL & McCABE

414 Strain Building
Great Falls, Montana
Company representation upon request. Equipped for investigations, adjustments and trial of insurance actions in State and Federal Courts, in North & Northwestern Montana.

MONTANA (Cont.)

MERLE C. GROENE

Lewistown, Montana
Standard Accident Company of Detroit,
All-State Insurance Company, Chicago.
Others on request.

NEBRASKA

MAYER & MAYER

116½ West Third Street
Grand Island, Nebraska
Massachusetts Bonding & Insurance Company—others on request.
Equipped for Investigations, Adjustments, Settlement of Claims, Trial of all insurance cases in State and Federal Courts in Central Nebraska.

STEWART, STEWART & WHITWORTH

1413 Sharp Bldg., Lincoln, Nebraska
Trial of insurance cases in Federal and State Courts in Nebraska.
Investigations, adjustments and settlement of claims.

ROSEWATER, MECHAM, SHACKELFORD & STOEHR

1028-40 City National Bank Building
Omaha, Nebraska
Representing 35 Insurance Companies—Kemper Group—Loyalty Group—Sun—Home—Liberty of Boston—American Surety—Security of Chicago—Employers of Wausau—Associated Ind. and others.
Complete trial and claim service over Nebraska and Western Iowa.

NEW MEXICO

MANN and TONKIN

605 Sunshine Building
Albuquerque, New Mexico
Metropolitan Casualty Insurance Co.; Commercial Casualty Co.; American Automobile Assn.; others on request.
Trial of all insurance cases in State and Federal Courts in the State of New Mexico.

NEW YORK

GEORGE J. HATT, II

Chamber of Commerce Building
Albany, New York
Equipped for investigations, adjustments, settlement of claims and trial of all insurance cases in State and Federal courts.

LEE, LEVENE & McAVOY

TRIAL LAWYERS
310 Security Mutual Bldg.
BINGHAMTON, NEW YORK
Insurance attorneys. Especially equipped to handle investigations, adjustments and litigation over central New York.

WILCOX & VAN ALLEN

1008 Liberty Bank Building
Buffalo, New York

CLARENCE E. MELLEN

51 Maiden Lane
New York, N. Y.
Mass. Bonding & Insurance Co.
New Amsterdam Casualty Co.
United States Casualty Co.
Trial of all insurance and surety cases in State and Federal Courts. Equipped for investigations.

INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

NEW YORK (Cont.)

MELVIN & MELVIN
304-14 First Trust & Deposit Building
Syracuse, New York
Royal-Eagle-Century
Equipped for investigations, adjustments, settlements and trial of all insurance cases—State and Federal Courts.

DUNMORE, FERRIS & BURGESS
First National Bank Building
Utica, New York
Continental, Liberty, Norwich, Fidelity & Deposit Equipped for investigations, adjustments, settlements and trial of all insurance cases in State and Federal Courts.

NORTH CAROLINA

HARKINS, VAN WINKLE & WALTON
Jackson Building
Asheville, North Carolina
United States Fidelity & Guaranty, Hartford Accident, Home, N. Y., Sun, Glens Falls, American Auto, many others on request.
Trial of all insurance cases in State and Federal Courts.

JNO. A. McRAE
108 Law Building
Charlotte, North Carolina
General American and others upon request.
Equipped for investigations, adjustments, trial of all insurance cases in State and Federal Courts.

E. M. STANLEY
526-29 Security Bank Building
Greensboro, North Carolina
Home, New York; Fire Company Adjustment Bureau; others on request.
Equipped for adjustments and investigations. Trial of all insurance cases—State and Federal Courts.

A. J. FLETCHER
608-10 Security Bank Bldg.
P. O. Box 1406
RALEIGH, NORTH CAROLINA
Hartford Accident, Hartford; Standard Accident, Detroit; American Auto, St. Louis. Specializing litigation and adjustments involving casualty insurance law and surety bonds. Experienced adjuster in office.

ELLEDGE & WELLS
First National Bank Building
Winston-Salem, North Carolina
Trial of all insurance cases in State and Federal Courts.
Equipped for investigations.

OHIO

SIEGFRIED GEISMAR
2206-8 Carew Tower
Cincinnati, Ohio
Automobile Mutual Insurance Co. of America, Providence, R. I.; Mercor Casualty Co., Celina, Ohio; Lloyd's of Minneapolis; Builders & Manufacturers Mutual Casualty Co.; Employers of Woman and others on request.

OHIO (Cont.)

JOHN H. McNEAL and HARLEY J. McNEAL
502 Auditorium Bldg., 1347 E. 9th St.
Phone Main 1928 CLEVELAND
Attorneys-at-Law
Facilities for investigations, adjustments and trial work over Northern Ohio.

SANDLER, ELLIOTT & ASHBAUGH
814 Outlook Building
Columbus, Ohio
Representing Standard Accident, Massachusetts Bonding and others.
Investigations, adjustments, trial of all insurance cases.

CABLE & CABLE
Masonic Building
Lima, Ohio
Representing American Surety, Fidelity & Cas. of N. Y., General Acc. Fire & Life, Phila.
Trial of all insurance cases in Federal and State Courts. Equipped for investigations.

YAGER, BEBOUT & STECHER
303 Second National Bank Building
Toledo, Ohio
American Surety Company, Phoenix Insurance Company of Hartford, Conn., and Massachusetts Bonding & Insurance Company.

RUSSELL RAMSEY
801 Feick Building
Sandusky, Ohio
Equipped for investigations, adjustments, and settlements of claims.
Trial of all insurance cases.
Bank reference: Western Security Bank (Counsel).

L. M. CAILOR AND J. B. CUNNINGHAM
600-603 Union National Bank Building
Youngstown, Ohio
Equipped for investigations, adjusting, trial of all insurance cases in State and Federal Courts.

WAITE, SCHINDEL & BAYLESS
1318-27 Union Central Life Building
Cincinnati, Ohio
Insurance litigation, specializing in Life, Casualty and Fire—Trials in Federal and State Courts—References on request.

OREGON

HOWARD BERGMAN
Baker Loan & Trust Bldg.
Baker, Oregon
Equipped for investigations, trial of insurance cases. All State courts.

IMMEL & EVANS
First National Bank Building
Eugene, Oregon
Companies represented: U. S. F. & G. Co., Royal Group, Mass. Bonding & Ins. Co., and others on request. Equipped for investigation, adjustment and trial all insurance cases, State and Federal Courts, this territory.

OREGON (Cont.)

G. M. ROBERTS and WM. M. McALLISTER
Medford National Bank Building
Medford, Oregon
Travelers, Indemnity Ins. Co. of North America, American Motorists Ins. Co., Pacific Indemnity Co., General Accident F. & L. Assur. Corp., Ltd.
Investigations, adjustments and trial of all insurance claims in southern Oregon and Skagitou and Del Norte Counties, Cal.

Collier, Collier & Bernard
Suite 1220 Spalding Building
Henry E. Collier John A. Collier
E. F. Bernard
Portland, Oregon

DEY, HAMPSON & NELSON
800 Pacific Building
Portland, Oregon
Continental Cas. Co., American Motorist, Pacific Greyhound Lines and others.

SHEPPARD & PHILLIPS
1208 Public Service Bldg.
Portland, Oregon
U. S. F. & G. Lloyds of London, others on request. Investigations & Adjustments.

SOUTH CAROLINA

ROBERT McC. FIGG, JR.
43 Broad Street
Charleston - South Carolina
The Travelers Insurance Company, American Surety Company of New York, Hartford Accident & Indemnity Company, New York Casualty Company.
Trial of all insurance cases in State and Federal Courts. Equipped for investigations and adjustments.

THOMAS-LUMPKIN & CAIN
1000-7 Central Union Building
Columbia, South Carolina
Specializing in Fire, Casualty, Surety and Life. Trial of all cases.
Equipped for investigations and adjustments all over South Carolina.

SOUTH DAKOTA
BAILEY & VOORHEES
Charles O. Bailey (1860-1928)
John H. Voorhees Melvin T. Woods, Jr.
Theodore M. Bailey Roswell Bottoms
Howell L. Fuller
BAILEY-GLIDDEN BUILDING
SIOUX FALLS
INSURANCE PRACTICE

TENNESSEE
POORE, KRAMER & TESTERMAN
302 Fidelity Bankers Trust Building
Knoxville, Tennessee
Zurich Insurance Co., Chicago, Ill.; Preferred Accident Ins. Co., New York; Commercial Standard Ins. Co., Fort Worth, Texas; and other companies on request.
Equipped for investigation, adjustments and trial of cases in all courts in Eastern Tennessee.

TEXAS
WAGSTAFF, HARWELL WAGSTAFF & DOUTHIT
Attorneys at Law
Abilene, Texas
Equipped to handle adjustments, investigations, settlement of claims and trial of all insurance cases.

UNDERWOOD, JOHNSON, DOOLEY & HUFF
809 Amarillo Building
Amarillo, Texas
Consolidated Underwriters, Commercial Standard Insurance Co., Maryland Casualty Co., Texas Employers Insurance Assn., others on request.
Equipped for investigations, adjustments, trial of all insurance cases state and federal courts, Panhandle and West Texas.

TEXAS (Cont.)

HART, PATTERSON AND HART
624-630 Littlefield Building
Austin, Texas
Representing F. & D., Baltimore, Zurich Ins. Co., Home Ins. Co. of N. Y., American National Ins. Co., and others on request.
Equipped for adjustments in Central Texas and trial work in all courts—State and Federal.

KING & RIENSTRA
208 Gilberts Building
Beaumont, Texas
Representing Employers Group, Boston, others on request.
Trial of all insurance cases State and Federal Courts Eastern District of Texas.
Equipped for investigations.

HUBBARD, DYER & SORRELL
City National Bank Building
Corpus Christi, Texas
References: Maryland Casualty Company, American Fidelity & Casualty Company, Traders & General Insurance Company.
Specializing in Insurance Law
Equipped for Investigation and Claims

COKE & COKE
First National Bank Building
Dallas, Texas
Henry C. Coke
1856-1933
Alexander S. Coke Henry C. Coke, Jr.
Rosser J. Coke Julian B. Mastin
Richard W. Coke Thomas G. Murman
John N. Jackson

SANER, SANER & JACK
Twentieth Floor Republic Bank Bldg.
R. E. Saner Jno. C. Saner
Wm. H. Jack, Jr.
Equipped for investigations, adjustments, trial of all insurance cases, State and Federal Courts.
DALLAS, TEXAS

Cantey, Hanger & McMahon
15th Floor Sinclair Building
FORT WORTH, TEXAS
Samuel B. Cantey Samuel B. Cantey, Jr.
(1882-1924) Alfred McKnight
William A. Hanger Gillis A. Johnson
Mark Mahon B. K. Hanger
W. D. Smith
Investigations, Adjustments, Trial All Cases

COLE, PATTERSON & COLE
Citizens State Bank Building
Houston, Texas Galveston, Texas
Robert L. Cole, Sr. J. W. McDaniel
Bennett B. Patterson Harold A. Thrurow
Robert L. Cole, Jr. H. E. Owens
Seymour Lieberman
Standard Accident Insurance Company of Detroit, Chicago, Lloyds.
United States Casualty Co. of New York City, etc.
Equipped for investigation, adjustment, trial of all insurance cases and oil cases.

BOYLES & ATKINSON
First National Bank Building
Houston, Texas
Edward B. Boyles
Norman Atkinson
M. S. McCorquodale
E. F. Gibbons
Willard L. Russell

SIMMONS & ARNOLD
624-29 First National Bank Building
Houston, Texas
New Amsterdam Cas. Co., Allemania Fire of Pittsburgh, Cravens-Dargan, American Central Fire, St. Paul Fire & Marine.

BLEDSON, CRENSHAW & DUPREE
First National Bank Building
Lubbock, Texas
Representing U. S. F. & G. Co., F. & D., Maryland Casualty, American National Ins. Co., Amicable Life Ins. Co., and many others.
Trial of all insurance cases in all courts. Equipped for investigations—Adjustments—Settlement of claims in plains country.

(Continued next page)

INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the preceding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

TEXAS (Cont.)

**BIRKHEAD, BECKMANN,
STANARD & VANCE**
800-811 Gunter Building
San Antonio, Texas

JOHN McGLASSON
608-9 Amicable Building
Waco, Texas

Equipped for investigations, adjustment and settlement of claims and trial of cases in State and Federal Courts.

UTAH

Stewart, Stewart & Carter
1105 Continental Bank Building
Salt Lake City, Utah

Equipped for investigations, adjustments, settlements of claims and trial of all insurance cases State of Utah.

VIRGINIA

W. SHEPHERD DREWRY
241-244 Law Building
Norfolk, Virginia

Indemnity Insurance Co. of N. A., United States Fidelity and Guaranty, Bankers Indemnity Co., Fire Association of Phila., American Indemnity Co., All State Insurance Co.
Equipped for investigations, adjustments and trial of all insurance matters in State and Federal Courts.

THOS. O. MOSS

State-Planters Bank Bldg.
RICHMOND, VIRGINIA

Loyalty Group, American Fidelity & Casualty, Royal, Globe Indemnity and others.
Equipped for investigation, adjustments and trial work.

T. RUSSELL CATHER

34 Rouss Ave.
Winchester, Virginia

New York Life, Maryland Casualty, American Surety Co.
Equipped for investigations, trial of all cases, State and Federal Courts and Commissions.

WASHINGTON

ALLEN, FROUDE & HILEN
Northern Life Tower
Seattle, Washington

U. S. F. & G., Northwestern Mutual Life Ins. Co. Others on request.

EGGERMAN & ROSLING

1824 Exchange Bldg.
Seattle, Wash.

United States Fid. & Guar. Co., Maryland Casualty Co., and others.
Trial of all insurance cases in State and Federal Courts in western Washington.

N. A. PEARSON

403-04 Fourth & Pike Bldg.
Seattle, Wash.

Associated Indemnity Corp., and London Guarantee & Accident Co.
Equipped for investigations and adjustments and trial of all insurance cases in State and Federal Courts.

WASHINGTON (Cont.)

ROBERTS, SKEEL AND HOLMAN

Insurance Building
John W. Roberts
E. L. Skeel
Tom W. Holman
Frank Hunter
Tyne H. Hollander
Laurence Booth, Jr.
W. B. McKeivry
Wm. Paul Uhlmann
Harry Henke, Jr.
W. B. Evenson
Robert H. Grace
SEATTLE

DANSON, LOWE & DANSON

Paulsen Bldg.
Spokane, Washington
Maryland Casualty Co., U. S. F. & G. Co., and others on request.

Investigations and trial of all insurance cases in state and federal court.

PEDIGO, WATSON & GOSE

218 First National Bank Bldg.
Walla Walla, Washington
American Automobile of St. Louis, Great Lakes Casualty Company of Detroit. Others on request.
Equipped for investigations, adjustments, trial of all insurance cases, State and Federal Courts, South-eastern Washington.

BONSTED & NICHOSON

Miller Building
Yakima, Washington
Loyalty Group, Pacific Indemnity, & others on request. Equipped for investigation and adjustments, trial of all insurance cases in federal and state courts.

WEST VIRGINIA

PAYNE, MINOR, RAY, MAIER & DAVIS

Kanawha Valley Building
Charleston, West Virginia
New York Casualty, American Surety, Zurich, American Motorist and others on request.
Equipped for investigations and adjustments. Trial of all insurance cases in State and Federal Courts.

VINSON, THOMPSON, MEEK & SCHERR

First Huntington National Bank Building
Huntington, West Virginia
Hartford Indemnity, General Accident, U. S. F. & G., U. S. Guarantee (Chubb & Son), Inter-Ocean Casualty Company (General Counsel), and others on request.
Investigations, adjustments and trials—State and Federal Courts.

RUSSELL, HITESHEW & ADAMS

265 1/2 Fourth Street, (Box 510)
Parkersburg, West Virginia
Employers' Group—The Fidelity & Casualty Company of New York—Glens Falls Indemnity and others furnished on request.
Equipped for investigations and adjustments. Trial of all insurance cases in State and Federal Courts.

NESBITT & NESBITT

800 Riley Law Building
Wheeling, W. Virginia
Maryland Casualty Co., Travelers, Fidelity & Deposit of Maryland.
Equipped for investigation and adjustment. Trial of insurance cases in all courts.

WISCONSIN

KELLEY & BOERNER

32 South Main Street
Fond du Lac, Wisconsin
Equipped for Investigations and Adjustments. Zurich, New Amsterdam and others.

WISCONSIN (Cont.)

STREHLOW & CRANSTON

510 Northern Building
Green Bay, Wisconsin
Equipped for adjustments, investigations and trial of cases.

GRELLE & SCHLOTTHAUER

105 Monona Avenue
Madison, Wisconsin
Lumbermans Mutual Casualty Co., Zurich, Pearl Assurance Co., Ltd.
Equipped for investigations and adjustments. Trial of all cases in State and Federal Courts and before commissions.

BLOODGOOD, STEBBINS & BLOODGOOD

212 W. Wisconsin Ave.
Warner Building
Milwaukee, Wisconsin

WOLFE & HART

First Wisconsin Nat. Bank Bldg.
Milwaukee, Wisconsin
Special attention to the Law of Fire Insurance

POWELL & SPROWLS

11 First National Bank Building
Superior, Wisconsin
NEW YORK CASUALTY COMPANY, AMERICAN SURETY COMPANY, MARYLAND CASUALTY COMPANY—others on request.
Equipped for investigations and adjustments and trial of all insurance cases.

WYOMING

JAMES A. GREENWOOD

Majestic Building
Cheyenne, Wyoming
Former Attorney General, State of Wyoming. Trial of all Insurance Cases in State and Federal Courts.

Lonabaugh & Lonabaugh

172 North Main Street
Sheridan, Wyoming
American Surety Company; New Amsterdam Casualty Co.; Continental Casualty Co.; Zurich Insurance Company; Employers Group.
Equipped for investigations—Trial of all insurance cases in Northern Wyoming.

We will appreciate it if you will mention The National Underwriter when writing advertisers.

INSURANCE MEN TAKE NO RISK...



IT'S HOTEL Gibson
F. W. PALLANT, GEN. MGR.
1000 ROOMS \$2.50
WITH BATH FROM 2.50

Largest in CINCINNATI
REPRESENTED IN
CHICAGO by Harry McEvey, Hotel Sherman
PITTSBURGH by Rodwell & Wanner, Standard Life Bldg.

Send 9 cents in stamps for sample copy of

The Accident & Health Review

The only exclusive accident and health paper published.

It gives ideas and suggestions that help you sell income protection insurance.

Address your inquiry to A-1946, Insurance Exchange, Chicago

BARLUM HOTEL

WHERE OLD-FASHIONED HOSPITALITY AWAITS YOU



DETROIT



GET new business • RENEW old business • DISARM competition
How? Ask about The Fire, Casualty & Surety Bulletins
420 East Fourth Street • CINCINNATI, OHIO

Wisconsin Agents Conduct Regional Board Conference

(CONTINUED FROM PAGE 4)

conventions because of distance or similar reasons. The Madison meeting will be held during the coming session of the Wisconsin legislature and will afford an opportunity to have legislators attend and discuss insurance problems that might come up at the session.

Discuss Board's Organization

Discussions relative to organizing local boards covered such matters as the type of agents eligible, what dues are necessary to successfully finance activities, territory, number of meetings to be held and type of programs that will hold interest. Matters relative to dealings with companies included discussion favoring limited agencies, qualification of agencies and enforcement of the in and out rule, as most beneficial to both agents and companies. In discussing placement of public business with local boards it was decided to have association vice-presidents work out a uniform plan for local boards to follow in handling this type of business. Collective advertising, credit rating bureaus and similar subjects were also discussed. Establishment of safety and fire prevention groups in various territories was suggested as a means of building good will with the public for the local agents.

Atlanta Educational Meeting

ATLANTA, Dec. 2.—The Insurance Library Association will hold its annual conference Dec. 7, with reports of operations, presentation of diplomas and election of new officers on the program.

Lloyd T. Wheeler, recently elected manager-secretary of the Southeastern Underwriters Association, and Edward R. Hardy, secretary-treasurer of the Insurance Institute of America, will be principal speakers.

Eugene Harrington, president of the Atlanta Chamber of Commerce and prominent local agent, has opened a post-graduate course in fire insurance. Dan Dockstader, president of the forum, has arranged for a number of prominent speakers to address the forum during the winter term.

Montreal's Fire Loss Lower

MONTREAL, Dec. 2.—Fire losses here to Nov. 1 show a decrease of \$127,000 over the same period last year, Director Carson of the fire department reports. To Nov. 1 loss of \$1,619,770 has been reported against \$1,746,950 for the first 10 months of 1935. A review of November's loss shows it should be in the vicinity of \$40,000, approximately half of what was suffered last November.

Provided normal conditions are encountered between now and the end of the year a substantial drop is expected from the per capita loss of \$1.69 for last year. Since 1934 the local per capita loss has been brought down

steadily from an average of over \$3.50 to \$1.89 in 1935 and the lower figure for last year. The per capita loss for the Dominion last year was \$3.12.

Continue Group Plans

The Employers Mutual Liability of Wausau and its affiliated indemnity corporation and fire company have decided to continue for one year their group pension plan under which 500 out of their 600 employees benefit, in spite of the fact that the federal social security act and its pensions go into effect the first of the year.

Similar decision has been made by the Hardware Dealers Mutual Fire and the Hardware Mutual Casualty of Stevens Point, whose private pension plans cover some 500 employees.

The Northwestern National companies of Milwaukee have had a service retirement plan in existence for some years. Any changes that might be made will depend on future developments in further clarification of the federal law.

Janesville Hotel Reorganized

The Monterey Hotel of Janesville, Wis., patronized by insurance men, has been reorganized and the property is turned over to stockholders, nearly all of them Janesville residents. The hotel has been in litigation for a number of years. Harry B. Doten, who has been operating the hotel, has secured a lease for 15 years. Mr. Doten was an insurance man at Chicago for a number of years, traveling for the Home of New York, later for the City of New York, and then was manager of the New York Casualty in the west.

Loss at Edwardsville, Ill.

At Edwardsville, Ill., an explosion followed by fire did damage estimated at from \$75,000 to \$100,00 in the shirt factory of the Elder Manufacturing Company and adjoining buildings. Fire Chief Hentz expressed the belief that the blast may have been caused by the ignition of gas. The factory used gas for heating purposes in the operation of machinery. The explosion tore out the front and back walls of the 1-story brick building about midnight.

Brokers Semi-Annual Meeting

SAN FRANCISCO, Dec. 2.—The Society of Insurance Brokers of San Francisco will hold its semi-annual meeting Dec. 8 to vote on two members of the arbitration committee, a constitutional amendment and to hear reports of several standing and special committees. Paul Nathan and Milton Meyer are nominated for the arbitration committee.

Dickey on Southern Trip

E. J. Dickey, vice-president of the Agricultural, is in Atlanta, the guest of his brother, James L. Dickey of the Dickey-Mangham agency. He has just returned from a trip to Texas, visiting

agents, and goes from Atlanta to visit agents on the east coast of Florida, to be gone for two weeks.

Public Speaking Class

The new insurance public speaking class conducted by R. E. Baker, manager Preferred Accident, held its first meeting in the Chicago Board auditorium Tuesday afternoon. There were 18 at the initial meeting which Mr. Baker believes is large enough to give every member a fair amount of time for training in speaking. He belongs to four or five other public speaking classes in Chicago and conducts one or more himself.

It was decided that this class would devote half time to instruction and the other half to forum with a moderate amount of criticism given by both Mr. Baker and the members.

A definite place of meeting has not yet been decided upon and all members will be notified of any change. The class will meet Tuesday at 5:30 p. m. The class is sponsored by the "Insurance Exchange Magazine."

Richard J. Trimble, pioneer crusader for uniform fire insurance laws in the Pittsburgh, Pa., district, died at his home Sunday. Mr. Trimble was in-

strumental in writing ordinances relative to improvement and construction of buildings in the city and of drafting the Pittsburgh zoning ordinance.

He was secretary for more than 37 years of the Allegheny Board of Fire Underwriters, later known as the Allegheny division of the Middle Department Rating Association. Born in Old Allegheny, now Pittsburgh's North Side, in 1874, he came of a pioneer family of the district.

Edward T. Collom of Chicago committed suicide Monday by inhaling gas from the exhaust of his automobile. He started as an adjuster with the Western Adjustment about five years ago and was put in charge of the Peoria branch. He left the adjusting field and associated himself with the Hardware Mutual Casualty of Stevens Point, Wis.

Heber J. Grant, president Utah Home Fire and Beneficial Life of Salt Lake City, and one of the most prominent western insurance leaders, spent several days in Chicago in connection with interests of the Mormon church of which he is president. He officiated in a program during which a new "stake" was set up in Chicago.

FIRE REINSURANCE TREATIES

Eagle Fire Insurance Company

(NEW JERSEY)

Baltica Insurance Co., Ltd.

(DENMARK)

Franklin W. Fort

Thomas B. Donaldson

18 WASHINGTON PLACE, NEWARK, N. J.

NORTHERN ASSURANCE CO.
LTD. OF LONDON
A PROGRESSIVE COMPANY FOR
PROGRESSIVE AGENTS



CHICAGO NEW YORK SAN FRANCISCO

PIONEER EQUITABLE INSURANCE COMPANY

PIONEER EQUITABLE BLDG. — — — — — LEBANON, INDIANA

A most progressive and versatile, stock, fire insurance company.

Lower rates on better risks when needed; with Stipulated Amount, or Co-insurance, clause. Meets, or beats, competitive price propositions.

Attractive proposition to agents on preferred risks, without either clause, at Bureau rates.

Company has made both underwriting and investment profit every year.

Every loss paid day "proof" received. Never had any contention with any loss claimant.

Licensed and actively operating with capable Special Agents in: Indiana, Illinois and Michigan.

Active, progressive, local agents will promptly seek representation.



Insurance Advertising Men Hold Mid-Year Gathering

NEW YORK, Dec. 2.—The necessity for merchandising insurance advertising was stressed by Arthur Fisk, Prudential, and president of the Insurance Advertising Conference, at that organization's mid-year meeting in New York. A general discussion on window displays was led by R. E. Brown, Jr., Aetna Casualty. Simplicity of construction, color, and humor are the principal requisites, he said. Frank E. Ennis, America Fore, said the advantage of providing window displays for agents is in creating good will and stressing the institution of insurance.

Hold Group Discussions

Members then separated into groups for discussions of interest to each with C. W. Smitheman leading the fire and casualty meeting, and Stuart Benedict, Metropolitan Life, heading the life group.

Speakers after the luncheon were Allan A. Wells, business manager, New York "Woman," who discussed insurance advertising from the woman's viewpoint; O. A. Dickman, New York "Herald Tribune," speaking on typographic layouts and A. Hiller, Underwood & Underwood, who described the technique of taking photographs. The meeting was unusually well attended.

Business to State Fund

MADISON, WIS., Dec. 2.—At the fall meeting of the Taylor County board of supervisors it was voted to place the fire and windstorm insurance on county-owned buildings with the Wisconsin state fire fund. Representatives of the state insurance department and field men and local agents of stock companies attended the session to present their sides of the argument.

Read The Casualty Insuror

The only magazine published that is devoted exclusively to casualty insurance.

Subscription price \$2 a year.
Send 10c for sample copy.

The Casualty Insuror
175 West Jackson Blvd.
Chicago, Ill.

Maybe

Maybe it's your liver that makes you feel as if you haven't a friend in the world and puts lines in your face instead of in your files. Then, it may be failure to get the proper kind of help that makes you feel depressed. We can't ethically diagnose another "doctor's" case, but--if you were our agent, we'd certainly spare no pains to put you on the road to business health again. Consultations are free. Write.

SINCE 1854

THE PHOENIX INSURANCE COMPANY
OF HARTFORD, CONNECTICUT
Cash Capital, . . . \$6,000,000.00
Surplus to Policyholders, \$30,839,324.64

Public Insurance Plan Used in Kansas City, Kan.

For several years the Kansas City (Kan.) Insurors has used a plan by which business of a public nature, such as utilities, schools, etc., is solicited for the local board as a whole. Commissions are distributed on a pro rata basis to members.

A special committee, consisting of two older heads among the association members and one younger man, usually the secretary of the board, has functioned as a standing committee on public insurance since the plan originated. This committee now composed of Clarence Lind of Tinkelpaugh & Lind, Frank Ellis of Merriam, Ellis & Benton, Gilbert Henry of Stiles & Co., and Sam Reynolds, ex-officio member, handles the details of the insurance distributed to board members. The secretary of the local board usually is a member, and he checks policies and coverages, sees to changes, notifies the agents if there is a loss, etc. The committee confers on some of these details, such as changes in coverage, etc., and once or twice a year, checks up on commission and distributes them. Basis of distribution is the same as the basis on which dues are paid to the state association, the classification running \$0 to \$15,000 of premiums; to \$30,000, to \$50,000, to \$100,000, and over.

The board has 95 percent of all the public utilities insurance business. One policy carries a \$25,000 premium for a three-year period and has a face coverage of \$100,000 against electrical breakdown.

Special Committees

Special committees are appointed to go after new public business. The board was able to secure the builder's risk and several bonds on the new Wyandotte High School, and members hope to be able to extend their writings in this direction.

The plan has several advantages which make good selling points. It keeps the insurance thus written out of politics. Those elected to public office are not bothered incessantly by every agent in town, and as a consequence, there is less confusion in coverage, and less waste. The purchase of coverage becomes more intelligent. City officials then are better pleased.

The board plans to work on securing other public business, with the idea that if it can get a little here and there as an opening wedge, as time goes on, more and more of such business will be written in this way.

It's

It's all in the course of a day's work--the things we do for an agent. Our fieldmen know it's their job to do everything they ethically can to help our agents. That these efforts are appreciated is evidenced by the steady growth of this company to a commanding position in insurance. Write for a statement.

SINCE 1850

Connecticut FIRE INSURANCE CO.
OF HARTFORD, CONNECTICUT
Cash Capital, . . . \$2,000,000.00
Surplus to Policyholders, \$15,070,293.55

Rate Reductions Bring Big Increase in Cancellations

Due to the many rate reductions in the middle west, companies find that their cancellations on western business are running much higher than last year. This is caused by cancellations and re-writing in order to take advantage of the new and lower rate. Most of the companies find that their cancellations for the first three months of this year were about 25 percent higher than for the same period last year.

On some risks where the business is canceled and rewritten with the supplemental contract, the new premium is about equal to that which was received under the old rates, without the supplemental contract. However, especially on churches, schools and other public property, the rate reductions have been so heavy that the new premium even with the supplemental contract, is considerably lower than the old premium without the supplemental.

Some of the companies that are anxious to maintain an accurate record of their tornado business are confronted with something of a problem due to the fact that the revised supplemental contract in the west is a one item form and the premium charged for each hazard is not given. Various rating bureaus estimate that 70 percent of the premium for the supplemental contract should be allocated to the tornado item. However, some of the individual companies feel that this is an under-estimate. For instance, one company made a survey when the old supplemental contract was in effect when a separate premium was listed for each hazard, and found that 81 percent of the supplemental contract premium was for the tornado coverage. Accordingly, this particular company, for its own records, is using 80 percent as the factor in determining its tornado premiums.

Motion Pictures' Good Record

With a record of but two inconsequential fires last year in film exchanges, in which no film was involved, President Will Hays of the Motion Picture Producers & Distributors of America, indicates a remarkable record in his annual report. The monetary loss was only \$8. "This is rather significant," Mr. Hays says, "when we remember that over 27,000 miles of film are handled each day in the exchanges of this country."

"The fire prevention service maintained for the industry has given us foremost place in the field of safety and conservation," the report states.

Arthur Waller of New York, manager Royal Exchange and Car & General, is on a visit to Chicago.

Get "Insurance Test Selling Plan." 10 cents. F. C. & S. Bulletins, 420 E. 4th St., Cincinnati.

Your Liver

It isn't your liver that helps you get business. It's your intestinal fortitude. The knowledge that this company is behind your efforts will bolster your courage.

SINCE 1859

Equitable Fire & Marine Insurance Company
PROVIDENCE, R.I.
Cash Capital, . . . \$1,000,000.00
Surplus to Policyholders, \$5,431,263.89

All But Three States Are Covered in Hand-Books

Underwriters hand-books or insurance directories are published covering most of the states by THE NATIONAL UNDERWRITER and other insurance publishing organizations. THE NATIONAL UNDERWRITER publishes books covering the following states:

Alabama, Arkansas, Colorado, Delaware, District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Maryland, Michigan, Minnesota, Missouri, Nebraska, New Mexico, North Dakota, Ohio, Oklahoma, South Dakota, West Virginia, Wisconsin and Wyoming. Several of the smaller states are combined in single volumes. THE NATIONAL UNDERWRITER also publishes a hand-book for Chicago.

The Standard Publishing Company, 141 Milk street, Boston, issues a New England directory, covering Connecticut, Massachusetts, New Hampshire, Rhode Island and Vermont.

The Insurance Field, 322 West Liberty street, Louisville, Ky., publishes hand-books covering Kentucky, New Jersey, New York, North Carolina, South Carolina, Tennessee, Texas and Virginia.

The Underwriters Report, 550 Sacramento street, San Francisco, publishes a California book in two volumes covering the northern and southern sections of the state, as well as books covering Idaho, Montana, Utah and Washington.

The American Insurer, 217 Carondelet street, New Orleans, publishes a book for Louisiana and Mississippi.

The United States Review, 136 South Fourth street, Philadelphia, publishes a Pennsylvania directory. There are no books for Arizona, Nevada and Oregon, although the insurance departments of the two latter states issue lists of agents.

THE NATIONAL UNDERWRITER hand-books can be obtained from the hand-book department, 420 East Fourth street, Cincinnati.

Miscellaneous Notes

J. A. Harvey of Atlanta, general agent National Security Fire, has moved to his new offices in the Volunteer building at Atlanta.

Titonka, Inc., has been rerated because of improvements in waterworks facilities.

N. A. Palmer, local agent at Comanche, Tex., since 1897, is dead. Mrs. Palmer will continue the agency.

"I consider the book a great investment for the field man," says one user of the accident and health **Time Saver**. Write this magazine for full information.

FACTUAL APPRAISALS
Impartial Valuations of Industrial and Commercial Property . . . A quarter century of factual appraisal service to America's more conservative business institutions.
SOUND COMPETENT RESPONSIBLE
The Lloyd Thomas Co.
RECOGNIZED AUTHORITIES ON PHYSICAL VALUES
4411-15 RAVENSWOOD AVE., CHICAGO

D. F. Broderick
Pres.

C. M. Verbit
V. P.-Secy.

L. G. Goodrich
V. P.-Treas.

D. F. BRODERICK INCORPORATED

INSURANCE EXCLUSIVELY

DETROIT
CHICAGO

NEW YORK
SAN FRANCISCO

A · DIRECTORY · OF RESPONSIBLE INDEPENDENT ADJUSTERS

ARIZONA

LYLE ADJUSTMENT CO., INC.

Branch Home Office Branch
Masonic Bldg. Ellis Bldg. Central Bldg.
FLAGSTAFF PHOENIX TUCSON
Casualty—Surety—Inland Marine—Fire
Health Accident—Life Investigations
Representing over 40 companies.
General Service All Lines.

CALIFORNIA

J. P. McHALE & CO.

General Adjusters
for Insurance Companies
1031 South Broadway
LOS ANGELES, CALIFORNIA
Representing 45 insurance companies—
All Lines
Since 1915

F. H. NOTTBUSCH

Commonwealth Building
San Diego, California
Now Representing: Loyalty Group, St. Paul
Mercury Ind. Co., London Guar. & Acc.,
Lumbermen of Chicago, American Motor-
ists, General Group of Seattle and many
others. 15 years staff man in Home Office.

GAYNOR-DeWITT, Adjusters

433 California Street
San Francisco, California
SPECIALIZING IN
ALL RISKS INLAND MARINE, CASUALTY,
INVESTIGATIONS AND ADJUSTMENTS
Corresponding offices at strategic locations.

DIST. OF COLUMBIA

BURNS ADJUSTMENT COMPANY

Harry C. Burns, President
Investigations and Adjustments
For Insurance Companies Only
Barr Building Washington, D. C.

NICHOLS COMPANY

INSURANCE ADJUSTMENTS
Representing Companies Only—All Lines
Woodward Building, Washington, D. C.
Mutual Building, Richmond, Va.
119 W. Pall Mall St., Winchester, Va.
604 Mercantile Trust Bldg., Baltimore, Md.
Prompt and Efficient Service Since 1921

ILLINOIS

C. G. EBERTH & CO.

ADJUSTERS
All Branches
Fire, Automobile—Casualty—Marine
Suite 1416—330 So. Wells St.
CHICAGO

THOMAS T. NORTH

ADJUSTMENT COMPANY
Automobile—Fire, Theft, Collision,
Conversion, Liability, Property Damage
Inland Marine, Burglary
175 W. Jackson Blvd. Harrison 3296
CHICAGO

M. J. O'BRIEN & COMPANY

Adjusters
All Casualty Lines
3106 Board of Trade
Building
Chicago



ILLINOIS (Cont.)

JOSEPH RICE & CO.

INVESTIGATIONS & ADJUSTMENTS
ALL CASUALTY LINES
Chicago Office Milwaukee Office
953 Ins. Exch. Bldg. 601 Guaranty Bldg.
Phone: Harrison 5868 Phone: Daly 9684

WHITNEY & MILLER

Established 1899
ADJUSTMENTS
1175 W. Jackson Blvd. CHICAGO

CLARENCE W. HEYL

8th Floor Central National Bank Building
Peoria, Illinois
Investigations and adjustments in all insur-
ance lines.
Representing thirty leading companies.
Phones—Office 8184
Night 4-2051, 2-2251, 5027

INDIANA

H. G. DOUGHERTY

Casualty Investigations and
Adjustments
1020 Lemeke Building
Indianapolis, Indiana

Indiana Adjustment Company

Home Office, 130 E. Washington Bldg.
Indianapolis, Ind.
Automobile & Casualty
Resident Adjusters at
Evansville, Fort Wayne, Gary, Indianapolis,
New Albany, South Bend, and Terre Haute.

INDIANA CASUALTY CLAIM SERVICE

Automobile & Casualty
One Hour Service Anywhere in Indiana
130 E. Washington Bldg.
INDIANAPOLIS, IND.

Eugene McIntire

Adjustment Co., Inc.
Automobile, Casualty, Compensation and
Surety Adjustments
Eight, East Market Street
INDIANAPOLIS

Foley Adjustment Bureau

208-210 Union Trust Building
South Bend, Indiana
Specializing in automobile and casualty claims
Immediate service northern Indiana and Southern
Michigan.
Representing over one hundred companies for ten
years.
Phone: Office—3-9713. Night—3-8323, 3-3387.
3-2928.

IOWA

JUDD W. CROCKER

Claim Department
Southern Surety Bldg. 308 Davidson Bldg.
Des Moines, Iowa. Sioux City, Iowa
Ralph J. Bellizzi Fred M. Hagen
Branch Manager Branch Manager

KANSAS

SHEFFER-CUNNINGHAM

L. D. 75
Wichita, Kansas

MISSOURI

CLAIM SERVICE COMPANY, INC.

Insurance Exchange Building
TWO EIGHTY WEST TENTH STREET
KANSAS CITY, MISSOURI
ALL-RISK E. L. "RED" HOTH. PROMPT
AUTOMOBILE MANAGER CAREFUL
INLAND MARINE ADJUSTMENTS

NEBRASKA

JUDD W. CROCKER

CLAIM DEPARTMENT
Grain Exchange Bldg.
OMAHA

Stuart Bldg. First National Bank Bldg. Trans Bldg.
LINCOLN GRAND ISLAND NORTH
PLATTE

R. T. GUSTAFSON COMPANY

Insurance Adjusters—Serving Nebraska and Iowa.
CASUALTY—ALL CLASSES: Auto, Liability, Com-
pensation, Burg., H&A, P. G., Bonds, etc.
AUTO FIRE, Theft, Property Damage, Collision, etc.
OMAHA, NEBRASKA
234 Keeline Bldg. Office: Webster 2881
17th & Harney Sts. Res.: Kenwood 7411
19 years experience investigations and adjusting.

NEW MEXICO

CHAS. W. KRUEGER

General Adjuster
Fire, Automobile and Allied Lines
Since 1921
(For Companies only)
213 So. 3rd St.
Albuquerque, N. Mex.

NEW YORK

BARTH & RAY

522-524 M & T Building
Buffalo, New York
Attorneys
Facilities for Investigations, Adjustments
and Trial work over Western New York.

OHIO

M. M. WELSH

With associate staff and legal service.
1216 First National Bank Bldg.
CINCINNATI, OHIO
Phone Parkway 1895—Night & Holidays West 3999
General Adjusters for the Companies
Operating throughout Ohio, Northern Kentucky and
Southern Indiana.

JOHN H. McNEAL

and
HARLEY J. McNEAL
502 Auditorium Bldg., 1367 E. 9th St.
Phone Main 1925 CLEVELAND
Attorneys-at-Law
Facilities for Investigations, Adjustments and
Trial work over Northern Ohio.

OHIO (Cont.)

DAVID H. THOMAS

50 E. Broad St.
Columbus, Ohio
Phone Adams 2237
CASUALTY AND SURETY
Specializing in liability claims.

GEORGE H. LEWIS

1723 Nicholas Building
Toledo, Ohio
Fidelity & Cas. Co., Mass. Bonding Co., New
York Casualty Co. and others.
Equipped for Investigations, Adjustments,
Settlement of Claims. All North-Western
Ohio.

OKLAHOMA

C. R. WACKENHUTH

ADJUSTER
1295 East 32nd Street
Phone 2-5468 Tulsa, Okla.

TENNESSEE

HUTCHISON & McKELVY

1113 Independent Life Building
Nashville, Tennessee
Serving Tenn., Ky., Ala.
Prompt, Efficient. All Lines.

VIRGINIA

NICHOLS COMPANY

INSURANCE ADJUSTMENTS
Representing Companies Only—All Lines
Mutual Building, Richmond, Va.
119 W. Pall Mall St., Winchester, Va.
Title Building, Baltimore, Md.
Woodward Building, Washington, D. C.
Prompt and Efficient Service Since 1921

WASHINGTON

E. R. WILKINS J. A. MILOT

WILKINS AND MILOT
—Investigations and Adjustments—
Automobile and All Casualty Lines
Specializing in Liability Claims
Members Washington Bar Association
419 INSURANCE BUILDING, SEATTLE

WISCONSIN

NURNBERG ADJUSTMENT CO.

General Adjuster
Fire, Windstorm, Hail, Automobile, Casualty,
and Inland Marine
Underwriters Exchange Bldg.
MILWAUKEE
628 N. Broadway Phone Daily 888
BRANCH OFFICE: ANTIGO

WYOMING

JUDD W. CROCKER

CLAIM DEPARTMENT
402 Hynds Bldg.
Cheyenne, Wyoming
Clarence R. Ferguson
Branch Manager



It is our sincere
and heartfelt wish
that yours may be a

Merry Christmas



AND that the bountiful Old Year's
passing will see a prosperous New
Year dawning, in which it will be
our hope to strengthen old ties and
our pleasure to make new friends.

AMERICAN STATES

INSURANCE CO.



INDIANAPOLIS

ONE OF AMERICA'S OUTSTANDING NON-CONFERENCE STOCK COMPANIES
WRITING AUTOMOBILE INSURANCE EXCLUSIVELY

The NATIONAL UNDERWRITER

December 3, 1936

CASUALTY AND SURETY SECTION

Page Twenty-nine

Colorado Agents' Lloyds Deals Out

Local Men Can't Place Business with a Non-Admitted Company

ATTORNEY-GENERAL RULE

Individuals May Place Business by Mail but It's Illegal to Represent Unlicensed Carrier

DENVER, Dec. 2.—Colorado agents and brokers cannot legally place insurance by mail with non-admitted companies, the attorney-general's office has ruled in a far-reaching opinion handed down in a case involving the placement of public liability on buses operated by a large railroad. The opinion holds that individuals may place insurance by mail with non-admitted companies.

Coincident with the issuance of this opinion, J. G. Donaldson, assistant attorney general who wrote the opinion, warned agents and brokers who have allegedly been violating the insurance laws in this respect that they will eventually be prosecuted unless the practice is discontinued.

This decision will affect many agents and brokers all over the state who have been placing by mail excess coverage with non-admitted companies such as Lloyds of London.

Complaint on Practices

The matter came to the attention of the attorney-general's office on a complaint in connection with the practice of the railroad company, which desires public liability coverage, of inviting bids from several local licensed insurance brokers. The coverage required is with \$10,000-\$50,000 limits. To avoid the high premium involved on coverage in excess of the usual \$5,000-\$25,000 limits set by authorized companies, at least in part, certain brokers have submitted bids, proposing to write the coverage in authorized companies to the extent of the \$5,000-\$25,000 limits and the balance with Lloyds of London, an unauthorized company.

Complainants against the practice base their contention that it is illegal on the following points:

No Agents in State

1. Lloyds of London have no agents or representatives in Colorado and solicits no business in the state.
2. All business that is written by Lloyds of London on Colorado property originates in the submission to them of a proposal by mail to their London brokers.
3. The policy is issued in London and forwarded to a Colorado bank with a sight draft attached for the amount of the premium.
4. Adjustments or settlements are made by the New York representative

(CONTINUED ON PAGE 37)

London Lloyds Agreement for Illinois Is Approved

TO REQUIRE \$5,000 DEPOSIT

Representatives in State Must Signify Intention as to Continuance on or Before Dec. 15

Approval has been given by London Lloyds to the agreement under which its representatives in Illinois each will deposit \$5,000 cash or government securities with a Chicago trust company as a guaranty of good faith, proper underwriting and claim practices.

Copies of the agreement form were being sent out to all representatives this week by John S. Lord of Lord, Lloyd & Bissell, Chicago, attorney-in-fact, with a request for advices by Dec. 15 as to whether there would be compliance with the requirements. It was stated Dec. 15 was the final date, and putting up of the cash apparently must be done by that time.

The agreement is a tri-partite one, between the Lloyds representatives, London Lloyds and the Continental National Bank & Trust Company, Chicago, which was designated as trustee for the funds. This pact is designed to effect better control of Lloyds' business in Illinois, and to end the situation in which for a time certain groups of underwriters less experienced in the territory and avid for business, received many undesirable risks.

Under the agreement, if the representatives do not properly conduct Lloyds' business in Illinois; if they fail to underwrite satisfactorily and do not pay claims properly, the deposit of the responsible representatives may be taken by London Lloyds as liquidated damages, and for the purpose of repairing the damage done. The representatives must report their business in some detail through Mr. Lord.

The deposit must be made through Mr. Lord, who will place the sums in trust with the bank, it was said. At one time it was thought that approximately 80 percent of the representatives who have been handling London Lloyds business in the state, or more than 40 of the 52 listed, would produce the needed \$5,000 each in order to continue the profitable connection, but it was reported this week by C. W. Weisz, president of A. F. Shaw & Co. and chairman of the special committee of London Lloyds representatives which worked out the agreement, that probably no more than 25 would continue. The committee may be perpetuated.

Two Cities to Fraternize

KANSAS CITY, Dec. 2.—Surety branch office managers of Kansas City and St. Louis have planned to start a semi-annual get-together, a spring and fall roundup. Next spring, about the middle of May, the affair, consisting of golfing, eating, and fellowship, will be held in Kansas City; next fall, in St. Louis. In Kansas City surety branch managers have an informal luncheon group which meets once a month, in St. Louis a surety branch managers organization.

New Deal Is Perfected for Central Mutual of Chicago

NEW COMPANY NOW IN FIELD

Old Company Ordered to Cease Writing Business—Insurance Department Takes a Hand

A series of conferences was held in Chicago early this week in an attempt to perfect a reorganization of the Central Mutual of Illinois. This company specialized in the writing of long haul truck, bus and taxicab business, writing at cut rates, and got into difficulties.

The Illinois department issued an order, prohibiting the Central Mutual from writing new business as of Nov. 30. Then various interests got together and undertook to form a new company, called the Central Mutual of Chicago.

(CONTINUED ON PAGE 38)

Joseph Futz Objects to London Lloyds Film

EIGHTY-FOUR, PA., Dec. 2. Joseph Futz, our most observing insurance man, has written to Hon. Hunt, the Pennsylvania insurance commissioner, insisting that at the meeting of the National Association of Insurance Commissioners next week, he, in executive session, will call on state officials to put a stop to showing of the film, "Lloyds of London," which opened in New York City recently. Mr. Futz states that in due season it will reach Eighty-Four and other important communities. He has not investigated Lloyds of London to any great extent but he thinks that it must have some connection with the monarch of Russia. He is now on search to find out who is president of London Lloyds, vice-president, secretary and directors. So far as he can ascertain this insurance company is engaged in insuring King Edward against marrying Mrs. "Wally" Simpson and also insuring women against giving birth to twins.

Mr. Futz says, "While the United States of America is levying a tax on me under the social security act and I have to pay unemployment insurance and old age pensions, this Lloyds of London is doing nothing to help us along. As soon as I can ascertain who is the president of this company I intend to communicate at once with the Hon. Roosevelt at Washington and urge him to clamp down on this company and levy heavy taxes. My opinion is that this concern is largely responsible for the growth of branch offices in the United States. Hon. Roosevelt, having brought peace to South American monarchs should return and suppress this film."

U. S. Federation in Annual Meet

President Wadsworth, Secretary Hutchinson Re-elected at Gathering in New York

EXPECT ACTIVE SEASON

Steps to Strengthen Membership Are Taken in View of Much Legislative Work Ahead

NEW YORK, Dec. 2.—The Insurance Federation of America held its annual meeting here, Harry H. Wadsworth of Syracuse being reelected president to serve his fifth consecutive term. J. T. Hutchinson, New York City, was reappointed secretary. Other officers are: Vice-presidents, J. H. Carney, Boston; H. A. Sawyer, Boston manager Aetna Fire; T. B. Donaldson, Eagle Fire of New Jersey; Wade Fetzner, Chicago; J. B. Levison, president Fireman's Fund; Wallace M. Reid, Pittsburgh; J. R. Millikan, Cincinnati; Isaac Miller Hamilton, president Federal Life; treasurer, J. M. Morrison, secretary Workmen's Compensation Reinsurance Bureau, New York.

Advisory Committee

Allen E. Brosmith, vice-president Travelers, is chairman of the advisory committee. Other members are Sheldon Catlin, vice-president North America; C. B. Morcom, vice-president Aetna Casualty & Surety, C. W. Fairchild, acting manager Association of Casualty & Surety Executives and Edson S. Lott, chairman of the board, United States Casualty. Members of the board of trustees are H. A. Behrens, president Continental Assurance; T. E. Braniff Oklahoma City; W. A. Byrne, St. Louis; R. S. Choate, New York manager American Automobile; E. J. Cole, Fall River, Mass.; J. A. Diemand, vice-president Indemnity of North America; W. M. Goodwin, Bethlehem, Penn.; J. A. Gunn, president Employers Mutual, Des Moines; J. D. Hall, assistant superintendent of agents, U. S. F. & G.; Karl B. Lively, Portland, Ore.; Hill Montague, president Virginia F. & M., Richmond; F. J. O'Neill, president Royal Indemnity, J. S. Phillips, president Great American Indemnity; C. L. Smith, Salt Lake City; C. C. Klocksin, counsel, Northwestern Mutual Life; Julian Lucas, President National Association of Insurance Brokers, New York City; E. C. Stone, United States manager Employers Liability; F. P. Tucker, Albany, and G. W. Wells, Jr., Minneapolis. O. R. Beckwith is national counselor from the federation to the United States Chamber of Commerce.

Following the report of Secretary Hutchinson and other officers there was a general discussion of the progress

(CONTINUED ON PAGE 38)

Rate Changes on Trucks in Oklahoma are Promulgated

REVISE CHARGES ON TRAILERS

Insurer Not Liable if Vehicle Is Operated Beyond Radius—Call for Experience

OKLAHOMA CITY, Dec. 2.—Changes in the manual affecting truck operations in Oklahoma, ordered by the state insurance board make mandatory for all local and long haul truckmen, the standard provisions truck form for all insurance policies; and that commercial automobiles owned or operated by long haul truckmen (those operating beyond a radius of 25 miles) shall be rated at heavy, Class No. 3 rates for territory No. 1.

Trailers and semi-trailers are to be charged the identical rates and the present 25 percent charge for trailers not in excess of 15 feet long nor in excess of 3½ tons load capacity, is set at 15 percent for both trailer and semi-trailer. The present charge of 50 percent for trailers not over 25 feet long nor over seven tons load capacity, is reduced to 40 percent for both trailers and semi-trailers and the 75 percent charge for trailers not over 25 feet long but over seven tons in load capacity is set at 50 percent. For all pole trailers, regardless of length or load capacity, there is a charge of 40 percent of the heavy commercial car rates for territory No. 1.

Rating on Oil Equipment Carriers

The hauling of oil field equipment or materials, whether by contractors or by owners of goods, is to be rated as a commercial automobile subject to rules covering the rate on commercial automobiles with the exception that it shall be charged with Class No. 3 rates instead of Class No. 4.

The insurer will not be liable while the insured motor vehicle is being used beyond a 25 mile radius from the place of principal garaging, as specified in the warranties of the policy, or while it is en route to or from any point beyond the stipulated 25 miles radius.

Call for Experience

The board decided to issue a call for experience statistics in such manner that companies will give experiences broken down into Class 4 and 3, long haul and short haul classifications including commercial fleets, not later than June 1, at which time the board can determine whether an increase or a further decrease in rates shall be justified, Secretary Sharpe W. Philpott announced.

It was decided to establish a stamping bureau in order to qualify truck drivers for examination, experience, etc. Drivers must qualify through this clearing house before a policy will be issued. The elimination of fleet discount as applied to trucks and busses under the manual was ordered.

Franklin Mutual Has Party

The Franklin Mutual of Chicago celebrated its third anniversary with a birthday party for agents and employees, many agents from other states in which the company is licensed being present. The dinner was held at Eitel's Old Heidelberg Inn, with entertainment by "Herr Louie, the Weasel" and the original "Hungry Five" of radio fame. This year a substantial increase in volume of business is reported with the most favorable loss experience since organization.

Want Annual Renewal

ST. PAUL, Dec. 2.—To strengthen the Minnesota drivers' license law, the next legislature will be asked to require annual renewal of licenses.

H. C. Hankins, Springdale, Ark., real estate agent, has added an insurance department.

Honor President



C. W. FRENCH

C. W. French, president of the Seaboard Surety of New York, was guest of his fellow officers at a dinner marking the third anniversary of his election to his present post. The initial affair of the kind was held in 1933 when Mr. French was first chosen president, and has been continued each year since, thus affording opportunity for his coworkers to tell their chief what they think of him, and to be assured in turn by Mr. French of his appreciation of their loyalty and efficiency. The Seaboard Surety continues to make steady headway without fanfare of trumpets, seeking and getting a quality and quantity of business that permits a fair margin of profit.

Compulsory Auto Cover Is Ineffective in Safety Work

NEWARK, Dec. 2.—The ineffectiveness of compulsory automobile liability insurance in reducing accidents in Massachusetts was cited by H. M. Starling of the Association of Casualty & Surety Executives at a meeting of the Casualty Underwriters Association of New Jersey. Compulsory automobile coverage violates all fundamental principles of insurance and takes away the right of the companies to select risks, said Mr. Starling. No one has benefited by the compulsory act in Massachusetts except a few lawyers, he declared. He suggested that the New Jersey financial responsibility act be amended to bring it up to date.

The New Jersey legislature may consider the compulsory question at its next session. This move has been agitated for several years and the present financial responsibility act is a compromised measure. There is some feeling among the legislators that the present measure does not come up to the needed protection of the pedestrian. However, in spite of the antagonistic legislature which the insurance fraternity will have to deal with at next year's session, sufficient pressure probably will be brought to bear to defeat the passage of any such measure.

Baker Y. M. C. A. Lecturer

R. E. Baker, Chicago manager, Preferred Accident, who is also organizing a public speaking class in the Insurance Exchange, lectured before the property insurance class of the Central Y.M.C.A. college. Speaking on the sale of automobile liability insurance, Mr. Baker went through the standard contract and showed, line by line, the protection the assured receives and the importance to the average person of each aspect of the coverage.

Pacific Mutual Hearings Believed Nearing an End

CARPENTER PLAN ATTACKED

Various Points Brought Out by Opposing Forces in the Long Drawn Out Case

LOS ANGELES, Dec. 2.—It is thought that the hearing in the Pacific Mutual Life case will be closed next week. The hearings have dragged along to an interminable degree. Judge Willis has given all hands an opportunity to present their views.

This is the seventh week of the hearing. It is thought that probably the greater part of next week will be consumed before the case is submitted to the court.

Transamerica Proposal

The Transamerica proposal now makes no condition as to the payment of certain sums that heretofore were conditional. It takes the securities as of the value fixed in the examination report as of July 22. It will deliver the class A stock at once without any conditions. The first \$500,000 annual payment will be collateralized to provide immediate funds, and the second also will be collateralized at once if necessary for the same purpose.

Carpenter Plan Attacked

Intervening attorneys during the week developed their attacks on the proposed plan submitted by Commissioner Carpenter on the constitutional grounds of legal fraud and impairment of contract under the police power. One of the attorneys stated that if the court made an order approving the plan it would be in violation of the law and he contended the court was without jurisdiction. The attorney held that the plan is a liquidation, not a reinsurance or a rehabilitation. He said the plan meant that a legal fraudulent transfer of assets is to be made; that there is nothing in the insurance code giving the commissioner the right to own stock in any corporation.

An attempt was made by Attorney Overton to throw the hearing directly to the state supreme court. He moved that Judge Willis dismiss the present proceedings on the ground that the insurance code was unconstitutional and in contravention of the due process of law section of the 14th federal amendment.

Carpenter Proposal Argued

Attorney Guereña representing Commissioner Carpenter declared the Transamerica's proposal contemplated liquidation and was not reinsurance. He said that a life insurance contract differs from an ordinary one. He argued that under the code the commissioner has complete authority to conduct the business of a company or such part as he may deem proper to such a point where it may be returned to the owners.

Attorney Doherty spoke in favor of the Giannini plan, he representing a group of New York policyholders. He said that any appeal and reversal of the decision of Judge Willis would leave the company in a worse situation than at present. He said that Commissioner Carpenter's plan is based on the National Surety rehabilitation but he pointed out vital differences. He said that the insurance code is valid and if in this case its provisions are carried out the present proceedings will be on sound constitutional grounds. He cited sections of the code to show wide discretionary powers given the court. He then recommended that the court make a liquidation order fixing a date when policyholders could accept reinsurance under conservatorship or file claims under the liquidator.

TO DISCUSS PACIFIC MUTUAL

LOS ANGELES, Dec. 2.—Commissioner Carpenter of California is leaving Friday for Hot Springs, Ark., to attend

Stricter and More Uniform Traffic Regulation Urged

CANADIAN SAFETY MEET HELD

Severe Tests for Drivers, Drastic Handling of Drunks and Testing of Vehicles Asked

Government cooperation was offered by Fernand Rinfret, Dominion secretary of state, at the first National Safety Conference, sponsored by the Dominion Automobile Safety Council in Ottawa.

Sir Robert Borden urged a severe test for drivers' licenses and greater strictness with intoxicated motorists. Major General T. V. Anderson said that a general system of traffic regulation throughout Canada is desirable. The solution of the problem of traffic safety lies in the improvement of the general deportment of drivers and more frequent and thorough testing of all vehicles and an impartial enforcement of existing traffic laws.

In discussing ways and means of preventing railway crossing accidents, A. Stoneman, railway commissioner, stressed the necessity of uniformity in the licensing of vehicle operators in Canada. He suggested that all railway crossing signs be of the same height and type and of distinctive appearance.

Urges Study of Courses

Dr. N. L. Burnette, Metropolitan Life, made a plea for scientific methods in establishing the causes of traffic accidents. H. L. Kearns, casualty manager of Shaw & Begg, Toronto, urged serious thought on the establishment of an organized traffic violation reporting committee, members of which would pledge themselves to report all cases of accidents, reckless driving and any loose practices they might see.

Drunken drivers should have their licenses taken away from them forever, Leonce Plante, Montreal, declared in discussing penalties for traffic violations. W. D. Tait, psychology professor of Montreal University, declared that the cancellation of a driver's license for life is none too serious a penalty for lives that have been lost or fatal injuries inflicted. He suggested establishment of training schools for drivers to help reduce accidents.

Need for uniform traffic and speed regulations, test and examination of applicants for driving licenses were urged in resolutions. A semi-annual inspection of motor vehicles was advocated. A national safety week in 1937, backed by all governments and elimination of interference with traffic regulations were also urged.

Glaziers Strike in New York

NEW YORK, Dec. 2.—Glaziers of this city are on strike, demanding an increase to \$12 from the present daily scale of \$11.50; refusing meantime to make replacements either for insurance companies or for private individuals, declaring some of the insurance offices patronize non-union labor. The independent attitude assumed by the glaziers at this time is the result of the considerable volume of new building construction underway; a condition they feel enhances their chances of getting the wage increase demanded.

the meeting of the National Association of Insurance Commissioners, where one entire day is to be devoted to a discussion of the Pacific Mutual Life situation. Although Commissioner Carpenter serves as a member of a number of important committees of the association, because of demands on his time through the hearing on the Pacific Mutual Life, he has been forced to forego activity along these lines until agreement has been reached regarding future plans for the company.

Dust Prevention Experts Report

Urge Cutting Concentrations Below Limits Medical Knowledge Warrants

TINY PARTICLE HARMFUL

Should Not Delay Action Until Precise Safety Point Is Established, Air Hygienists Say

The report of the preventive engineering committee of the Air Hygiene Foundation, written by Prof. Philip Drinker of Harvard, chairman, and other technical specialists on the committee, advises that engineers in the "dusty trades" can and should cut heavy dust concentrations below the present limits warranted by medical knowledge. This action is important, the report explains, not only to further safeguard the health of workmen but to give employers the maximum protection against unjust claims.

The report states that dust-sampling and dust-estimating methods undoubtedly will be changed from time to time in the light of new knowledge and further experimentation. Where dust control alone is in question, the use of simplest possible procedure which will give the necessary information, is recommended.

Size of Particles

The report observes that much has been made of the fact that particles found in autopsied lungs are of the order of 1 micron (1/25,000 of an inch)—about like the common bacteria. It is argued, therefore, that the human anatomy and physiology exercises "some phenomenally accurate size grading which excludes larger particles."

The report says "there is no reason whatever to look for any such mysterious explanation. The sizing is done in the air before the dust is breathed and not by the man after it has been breathed." The larger particles tend to fall from the air by their own weight and that "only those small enough to act as part of the transporting air stream are likely ever to reach the lungs."

Comparison With Hay Fever

"In diseases such as silicosis and asbestosis, particles must reach the alveoli (minute air sacs of the lungs) or no silicosis or asbestosis results. In maladies like hay fever, the harm is done by particles which may be 15-30 microns instead of 1 micron.

"Toxic dusts such as lead and manganese are much more likely to produce ill effects if breathed than if swallowed. The reason for this difference is physiological; it is established and should not be ignored in dust control problems. Again, common sense tells us that the finer particles of lead are vastly more apt to be breathed than the larger.

Air Cleanliness

"It follows then that dust control for hygienic reasons should be aimed at the fine rather than the coarse particles. Continuing this argument to its logical conclusion, if one could avoid use of 1-micron dusts or less, or exclude them from the dust which passes a 325-mesh screen, nearly all dust diseases would be eliminated. This is not at all an academic idea, for de-dusting processes are not new and are being applied in many industries. If some of the mechanical ingenuity which is now being applied unthinkingly to creating 1-micron dust were directed to ways for avoiding it,

(CONTINUED ON PAGE 37)

P. W. A. Fitzsimmons Dies in a Hospital at Jerusalem

ON MEDITERRANEAN CRUISE

President Michigan Mutual Liability Was One of the Prominent Figures in Mutual Circles

The body of P. W. A. Fitzsimmons of Detroit, president of the Michigan Mutual Liability, who died in a hospital at Jerusalem will arrive in New York, Dec. 21, on the S. S. "Saturnia." He was on a Mediterranean cruise with Mrs. Fitz-



P. W. A. FITZSIMMONS

simmons, was stricken Thursday and died Saturday of an intestinal ailment and heart attack. In addition to Mrs. Fitzsimmons he is survived by a daughter, Mrs. H. D. Hoy of Bloomfield Hills, Mich.

Mr. Fitzsimmons was born in Topeka, Kan., Jan. 24, 1870. He located at Tecumseh, Mich., and later became president of the Lilley State Bank there. He was also president of the H. Brewer Company, makers of tile machinery; the Occidental Farming Company, and the Prairie Side Celery Company.

The Michigan Mutual Liability had been organized by the Michigan Manufacturers Association. E. H. Dearth, who was formerly Minnesota insurance commissioner, was secretary. The directors, in looking about for a new man, chose Mr. Fitzsimmons, although he did not know anything about insurance. He has been an outstanding figure in mutual circles. He was a director of the American Mutual Alliance from its organization. He served as president of the National Association of Mutual Automotive Companies and the National Association of Mutual Casualty Companies. He served one term as insurance director of the U. S. Chamber of Commerce.

Indiana Group Holds Stag

The Indiana Casualty Adjusters Association held a stag party in Indianapolis, 160 claim men being present. It is planned to make this an annual affair, supplementing the picnic and outing held each year at the home of C. F. Merrell, of Slaymaker, Merrell & Locke. Joseph Wicker, Indiana claim manager Hartford Accident, was chairman of arrangements. Clifford Reese, claim manager New Amsterdam Casualty and United States Casualty, is president; W. E. Noble, vice-president, and L. C. Everson, secretary-treasurer.

Surprise Dinner Held for General Accident Manager

LAUD J. F. MITCHELL'S WORK

Honored Guest Reviews History and Vicissitudes of Insurance During Last Two Decades

PHILADELPHIA, Dec. 2.—James F. Mitchell, United States manager General Accident, last night attended what he thought was merely a "family" dinner of the company. It was not until an hour after it started when the waiter placed a birthday cake with 20 candles in front of him that he discovered that it was a dinner in honor of his service with the company.

Paid High Tribute

Then he heard Frederick Richardson, managing director, who acted as toastmaster, tell the assemblage that Mr. Mitchell was the "greatest casualty man in America. When I say that, I mean the greatest in the world." Mr. Richardson paid tribute to Mr. Mitchell as a man, colleague, friend and insurance executive. After his talk he presented him, on behalf of those present with a radio, and a silver serving tray for Mrs. Mitchell. A toast was then drunk.

Present were employees of 20 or more years with the company and department heads.

Rising to reply, Mitchell was choked with emotion that it was only with difficulty that he was able to express the "love and affection for what you have done. Words fail me. It never dawned upon me that the dinner was given in my honor." He then revealed, that, feeling ill, he almost had not attended.

Changes in 20 Years

Reviewing briefly the past 20 years, Mitchell said that during the latter part, greater difficulties have been placed upon the business and that where as in 1916, the companies could do almost as they pleased, the imposition of insurance commissioners and industrial commissions has made the business more complex. He told of the growth of the casualty business from 200 million in 1916 to 865 million in 1929; showed the drop due to depression to 590 million in 1932, and rise to 673 million last year. He told how the General had premiums about 3 million in 1916, increased to over 19 million

(CONTINUED ON LAST PAGE)

Heads Federation



HARRY H. WADSWORTH

Harry H. Wadsworth of Syracuse, N. Y., was reelected president of the Insurance Federation of America at the annual meeting in New York, thus starting on his fifth consecutive term.

Insurers Get Bad Publicity on O. D.

Illinois Silicotics Dismissed by Employer—Blame Insurer for Plight

LABOR SECRETARY ACTS

Miss Perkins Asks Horner to Investigate—Insurance People Feared Their Position Would Be Misinterpreted

Insurance companies suffered some bad publicity this week in the dispatch from Washington stating that 31 pottery workers of Robinson, Ill., had reported to Secretary of Labor Perkins that they had been dismissed at the instance of an insurance company. The dispatch stated that Miss Perkins had called the matter to the attention of Governor Horner.

Of course, casualty insurance people will recognize this as an incident in the complicated business of setting up the machinery under the new Illinois occupational disease law. Those that were dismissed in Robinson had been examined and found to be suffering from silicosis. They were employed by W. A. Case & Son.

Probably, in this case, the insurance company declined to carry the O. D. risk until the employees had been examined. Then, probably the insurance company demanded of the employer a deposit or reindemnifying agreement or something of that nature to take care of the accrued liability on account of the employees already suffering from silicosis. The alternative for the employer would be to dismiss the employees, who were found to be diseased at the time the law went into effect.

Most of the insurance companies have been very careful in handling this problem. They have stated the terms on which they would be willing to carry the risk and have left to the employer the problem of whether to dismiss silicotics or to take from them a waiver of 50 percent of their future benefits, as allowed in the law, and to put up a deposit to take care of the accrued liability.

Miss Perkins' Comment

"It appears that at the instance of the insurance carrier," Miss Perkins wrote to Governor Horner, "the employees were given a physical examination and those found to have any indication of silicosis were summarily dismissed despite the fact that they had been employed by the pottery concern for 10 to 16 years, and also notwithstanding the fact that the men were able to continue at their work."

The Travelers had the insurance for W. A. Case & Son. The business was handled through Buffalo where the firm has its head office.

Casualty people in Illinois were upset by the publicity. Many of the leaders in the business in Illinois had been fearing just this sort of thing. They are confident that the Travelers did not have a hand in the dismissal of the employees.

There is an Illinois supreme court decision of about 30 years standing, which held an insurance company to account on the ground that it had forced the dismissal of an employee of an assured.

Furthermore, the insurance companies and the agents have realized the danger of insurers being placed in a bad light in connection with the O. D.

(CONTINUED ON PAGE 37)

Reduction of 2.8 Percent in Michigan Compensation Rate

FIRST CHANGE UNDER BRANCH

Activities of "Advisors" Promoting Self Insurance With Stop Loss Protection Is Disturbing

LANSING, MICH., Dec. 2.—An average reduction of 2.8 percent in Michigan compensation rates has been announced by Commissioner Ketcham following his acceptance for filing of the new schedules. The changes were agreed upon at a series of conferences with the regional committee of the National Council on Compensation Insurance. Heretofore only minor revisions in schedules have been made since establishment of a branch rating bureau in Detroit in 1934 under Manager Arthur Cowlin. The new rates are based on the full two years' experience under the present plan which has done much toward stabilizing the rate situation in Michigan after a period during which uncontrolled competition had virtually demoralized the entire rating set-up and had resulted in ruinous loss ratios for practically all carriers.

New Schedule Given

The new schedules embrace a total of 69 classifications, with decreases for 45 and increases for 24. The larger reductions are chiefly in high-rate classifications in which experience has shown the risk somewhat less than anticipated, among them: iron and steel erection, roofing, sewer construction, building raising or moving, and window cleaning. The most drastic increases were in the classifications of oil rig erection, logging and lumbering, and junk dealers.

Despite the relatively stable rate situation now prevailing in Michigan, the compensation business still has many problems which have not been successfully solved. The operations of "insurance advisors" are disturbing. They have taken some large risks from the licensed carriers, persuaded them to become self insurers, and then sold them "stop loss" or aggregate excess coverage in non-admitted companies. No plan of this sort for limiting the liability of self insurers has ever been submitted by the National Council so it cannot be recognized for authorized carriers. A plan is on file, however, for single loss excess or catastrophe coverage but it has not been used extensively.

Silicosis Is Worst Claim Hazard, Mutuals Report

Silicosis is probably the worst claim problem ever encountered by insurance companies, the 25th annual report of the Employers Mutuals of Wausau, declares. Development of new methods and processes in manufacturing has resulted in increased use of chemicals harmful in themselves or which generate gases injurious to health of employees, the report states. New hazards of this nature are quickly recognized and studied. Enclosure or ventilation to control the hazard at the source or by use of effective protective equipment, is essential in handling this problem.

The mutuals maintain an industrial hygiene laboratory to test atmospheres in plants and aid in correcting conditions. Much of the laboratory's time is devoted to study of silica dust and solution of the silicosis problem. Ventilation surveys of buffing, polishing, and other dusty operations have resulted in improving existing exhaust facilities, and reduction in exposure of workmen to dangerous dusts. Periodic routine inspections are made at every plant involving occupational disease exposure, and in many cases prospective new risks similarly are inspected involving occupational or "O. D." hazards.

CHANGES IN CASUALTY FIELD

F. M. Chandler in New Post

Resigns as Central Mutual Secretary to Become Auto Mutual Indemnity Agency Superintendent

Frank M. Chandler has resigned as secretary and a director of the Central Mutual of Chicago to become superintendent of agencies of the Auto Mutual Indemnity of New York.

Mr. Chandler has been well known in the business for many years. For some



F. M. CHANDLER

time he has been connected with the Central Mutual. During that time he has acquired a knowledge of the long haul truck, bus and taxicab business, in which Central Mutual has specialized. These are the lines that constitute most of the writings of the Auto Mutual Indemnity.

The Auto Mutual Indemnity has just been licensed in Illinois. Frank R. MacGibeny of Chicago, formerly general agent for the Central Mutual, has taken on the representation of the Auto Mutual Indemnity. Mr. Chandler plans to divide his time between Mr. MacGibeny's office and the New York head office until after the first of the year when he will move his family to New York City.

Mr. Chandler started with the Travelers and made quite a record in the ranks of that company. He was later with the Employers Liability. He has been president of the Insurance Federations of Illinois, Indiana and New York. At one time he served as vice-president of the Illinois Association of Insurance Agents. He is known as the father of the insurance day movement.

Arthur Klein, underwriter at the head office of Auto Mutual Indemnity, is in Chicago this week.

Gracey Made Dallas Manager

William B. Gracey has been named manager of the Aetna Casualty in Dallas, succeeding A. L. Penner, resigned. Mr. Gracey is a native of Fulton county, Pa., and a graduate of the University of Pennsylvania. He joined the Aetna in July, 1923, as special agent assigned to the Wheeling office, remaining there until 1928, when he became a home office representative. In 1929 he was made acting manager of the Rochester office and in 1931 was transferred to Tulsa as manager. A few months later he was made associate manager at Dallas.

Bridges Now O. D. Consultant

C. D. Bridges, who was formerly connected with the Hartford Accident in the middle west, has been appointed head of the newly created workmen's compensation health and safety bureau of the Illinois Manufacturers Association. His function will be to aid mem-

bers of the manufacturers' association in their problems in connection with the Illinois occupational disease law which became effective Oct. 1. Mr. Bridges had charge of occupational diseases and safety in industry for the Hartford Accident in the middle west.

Dietzmann Branch Manager

William Dietzmann has been appointed manager of the Louisville branch of the Franklin Mutual. He has had 17 years' insurance experience, having been located at one time in the east and also in several middle western states, in both the company and local agency end. The Louisville branch moved recently to 677 Starks building in larger offices.

Fitz With Hartford Accident

Elmer E. Fitz has joined on the surety department staff of the Los Angeles office of the Hartford Accident. He has been for ten years special agent in Los Angeles of the Fidelity & Casualty.

New Bay State Carrier

The Myles Standish Mutual Liability has been chartered in Massachusetts to write automobile and general liability. It will be domiciled in Cambridge. The directors are: H. P. Abromson, president; L. I. Garlitz, treasurer; Abraham Franklin, secretary; B. L. Barron, O. Abromson, H. A. Burg, J. J. Smith, C. M. Rudnick, Max Meyer, and Harry Lurinsky.

C. L. Bowman, formerly with a Yakima (Wash.) bank, has become associated with the C. Roy King agency there. He is one of the ranking golfers in the northwest.

Sans Any Raiment Every Salesmen Must Win Clothes

CINCINNATI, Dec. 2.—When the representatives and friends of the W. E. Lord Agency, Cincinnati gather for dinner on Dec. 24, they will celebrate a successful completion of an unusual 30-day sales campaign for accident and health.

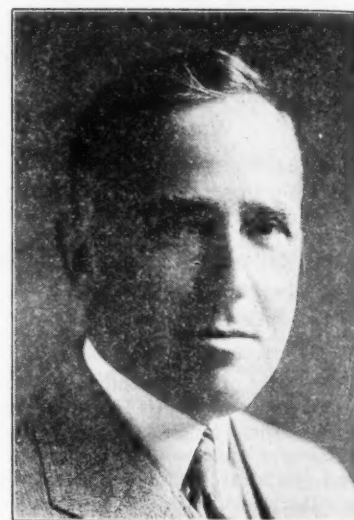
Full length pen pictures of the 15 salesman sans clothing appeared on the bulletin board on Nov. 1 when Sales Manager William Dignan outlined the rules for the unique sales contest. Each application provided some piece of clothing for the picture of each contestant. Seven apps were required to fully cloth a man. It was agreed at the start of the contest that all contestants must appear at the victory banquet attired only in the garments their work in the contest provided. Toward the end of the contest a few men displayed some unusual energy to get the needed application for a pair of pants. Under the rules of the contest Manager Dignan participated and had to provide his banquet raiment by producing the necessary apps.

The agency purchased each article of clothing won by the salesman as a prize for the successful man. Two "apps" were required to win a pair of socks. Failure to attend the banquet because of insufficient attire was to be penalized by ostracism but desperate efforts guaranteed appearance of every one.

A total of 101 policies was written during the contest. The idea was developed and the details worked out by Mr. Dignan. It is credited with being one of the most interesting and successful accident and health drives conducted by this agency.

You will know what rates are charged for the various accident and health policies if you have the 800 page Time Saver. Order your copy through The National Underwriter at \$4.

Notable Guests Present at Big New York Dinner



COL. HOWARD P. DUNHAM

Col. H. P. Dunham, vice-president of the American Surety and New York Casualty, and Mrs. Dunham gave one of their celebrated dinners Wednesday evening at No. 1 Fifth Avenue, New York City, where they reside. This was during Insurance Week in New York City. Among the guests were:

M. S. Tremaine, comptroller state of New York; Superintendent and Mrs. L. H. Pink and First Deputy R. M. Clark; Supreme Court Justice and Mrs. Albert Conway, ex-Governor and Mrs. C. A. Templeton of Waterbury, Conn.; Lieutenant-Governor-elect and Mrs. W. H. Wills of Bennington, Vt.; J. H. Doyle, general counsel National Board of Fire Underwriters; J. A. Beha, general counsel, and William Leslie, general manager National Bureau of Casualty & Surety Underwriters; J. R. Dumont, manager Interstate Underwriters Board; C. W. Fairchild, assistant manager Casualty Executives Association; W. H. Bennett, secretary National Association of Insurance Agents; R. H. Towner, Towner Rating Bureau; A. F. Lafrentz, president; Richard Deming, first vice-president; W. M. Tomlins, Jr., B. J. McGinn, M. L. Jenks, D. H. Cook, vice-presidents; G. L. Naught, general counsel; C. W. Goethius, treasurer; C. H. Hall and C. E. St. John, assistant secretaries American Surety; W. E. McKell, president; F. J. Parry, vice-president, and H. N. Hutchinson, manager New York Casualty.

Others Present

Also W. H. Cox, president; Jerome Clark, vice-president, and General Agents W. F. Barton, New York; Harry Newman, Philadelphia, and J. M. Woodhouse of Boston, Union Central Life; G. S. Van Schaick, vice-president New York Life; J. S. Myrick, general agent, Mutual Life of N. Y.; G. M. Merigold, solicitor, and Henry Sheehan, auditor Metropolitan Life; A. A. Fisk, advertising manager Prudential; S. T. Whitley, vice-president Aetna Life; Judge E. J. Heppenhelm, president Colonial Life; Henry Drouet, New York, assistant agency manager Equitable Life of New York; J. L. Loomis, president, and P. M. Fraser, vice-president Connecticut Mutual Life; J. S. Turn and W. M. Smith, vice-presidents Aetna Casualty & Surety; John McGinley, vice-president Travelers; Vincent Cullen, president, E. M. Allen, vice-president National Surety; C. F. Sturhahn, president; B. N. Carvalho, vice-president Russia; Charles Butler, North America; W. J. Falvey, vice-president Massachusetts Bonding; J. S. Kemper, president Lumbermen's Mutual Casualty; J. A. Nelson, president New Amsterdam Casualty; J. S. Phillips, chairman Great American Indemnity; N. R. Moray, president, James J. Meador, vice-president United States Casualty; P. A. Goodale, Preferred Accident.

Also H. P. Jackson, president Bankers Indemnity; F. W. Koeckert, manager Commercial Union; Wilfred Kurth, president Home; Harold Warner, manager Royal-L & L & G.; B. M. Culver, president, Lamar Hill, general counsel Amer-

(CONTINUED ON PAGE 38)

REINSURANCE

CASUALTY

FIDELITY

SURETY

The
EUROPEAN GENERAL
REINSURANCE COMPANY, LTD.

OF LONDON, ENGLAND



UNITED STATES BRANCH
99 JOHN ST., NEW YORK

THEODORE L. HAFF
U. S. Manager

CLARENCE T. GRAY
Assistant U. S. Manager

ACCIDENT AND HEALTH

Illness Cover in Increase Athletic Policy Now Issued

Chicago Manager Finds Public More Susceptible to Argument of Health Hazards

Illness insurance this year has shown a marked increase in production, Manager A. D. Anderson of the accident and health department, Chicago branch office of the Continental Casualty, reports. He cites a number of factors as responsible.

One of undoubted importance is the prominence given in daily newspapers throughout the country to the Pacific Mutual Life's withdrawal of non-cancellable accident and health insurance. This emphasized in the public mind that there must be profit to the individual in having such coverage, and also, Mr. Anderson says, probably operated to create demand for it on the principle that a thing denied is always wanted.

Another factor, he said, is the growing interest of life insurance agents in accident and health for quick sales. Life production has been somewhat off this year and many agents have been turning to the accident field as a means of maintaining their income.

In the past, due to the more sensational nature of accident stories, the public has generally overlooked the fact that disabilities due to illness far exceed those due to accidents. Wide dissemination this year by the National Safety Council of figures showing that disabilities due to accidents average about 17 a minute in this country, but those due to illness average 51, has helped to drive home the point that health insurance is more needed.

Holland to Employers Liability

Roy W. Holland has resigned as manager of the accident and health department in the Chicago branch office of the Commercial Casualty and Metropolitan Casualty, to take a similar post with the Employers Liability in that city. He has been with the Commercial Casualty organization in Chicago for five years and prior to that was in the accident and health underwriting department at the home office of the Continental Casualty.

Licenses Hospital Service

Certificate to operate has been issued by Commissioner Carpenter to the Insurance Association of Approved Hospitals of Oakland, Cal., which is to operate on the stipulated premium plan with the right of assessment. It will furnish hospital and nursing service to its members.

THREE MEN WANTED

Opportunity for three men. One of the largest insurance organizations in the middle west has an unusual opportunity for three men who have producing records, sales ability and are willing to work. Openings available in Indiana, Illinois and Chicago. Reply by letter only, giving history and past experience. All communications will be regarded as confidential.

ADDRESS D-93 NATIONAL UNDERWRITER

HELP WANTED

Manager for responsible Casualty and Surety Company, Chicago Branch. Applicant must have thorough knowledge of fidelity and surety business and general experience in connection with the miscellaneous casualty business. All replies must give complete details with regard to education, training and experience in the casualty and surety business. No consideration will be given unless replies are complete in all details.

ADDRESS D-92 NATIONAL UNDERWRITER

Plan Followed by the Income Guaranty of South Bend for Schools and Colleges

The Income Guaranty of South Bend, Ind., and the Illinois Mutual Casualty of Peoria are both issuing accident policies for schools and colleges. The Income Guaranty offers four plans. Plan 1 covers all sports scheduled in the school program of athletics for the full school term. It provides payment of indemnity for injuries sustained while playing, practicing or while in transportation. The indemnities for loss of life or dismemberment run from \$75 to \$200. Indemnities for fractured arms, legs, vertebra, ribs, hands, feet, collar bone, broken nose, teeth knocked out, and dislocations run from \$10 to \$60. The rate per student is \$2.25 for the school year.

Plan 2 is the same as plan 1 except for loss of life and dismemberment, the indemnity is from \$100 to \$250; internal injuries \$25; fractures and dislocations \$10 to \$80; doctor's fee beginning at \$1.50 per call for minor injuries and first aid, not to exceed \$5. The rate per student is \$4.25.

Plan 3 is the same as plan 2 except for loss of life and dismemberment the benefit is from \$100 to \$350; fractures, dislocations, internal injuries \$15 to \$110; first aid treatment extended to cover and not to exceed \$7. This policy has been designed to meet the needs of minor colleges. The rate per student is \$6.25.

Plan 4 is the same as plan 2 except for loss of life and dismemberment the payment is \$200 to \$500; fractures, dislocations and internal injuries \$20 to \$160; first aid treatment and doctor's fee extended to cover and not to exceed \$10; additional benefit providing x-ray fee not to exceed \$3 when such service is required. The rate per student is \$10.

Endorsement providing x-ray fee, not to exceed \$3, will be supplied on Plans 1, 2 and 3, when desired at an additional rate of \$1 a year for each student.

McConnell Is Vice-President

W. M. McConnell, well known in the life insurance field, has been named vice-president of the Northwestern Life & Accident of Seattle. He was vice-president and general manager of the former Western Union Life of Spokane, which was reinsured by the Sun Life. Later he was a general agent in Portland, Ore., and Walla Walla, Wash. He had his first life insurance experience in the south and middle west. The Northwestern Life & Accident, which writes accident and health insurance exclusively, will soon expand into several western states, President T. C. Brownlee states.

Cleveland Election Friday

CLEVELAND, Dec. 2.—The Cleveland Accident & Health Insurance Association will elect officers at its meeting Friday. Two directors will also be named.

Frank Edwards, Aetna claim man, will discuss "Claims." This is the third and last of a series of discussions covering underwriting, selling and claims.

The annual sales congress, usually held in the fall, has been postponed to early February. It has been felt that the congress should be nearer Accident & Health Week.

Accident & Health Club Talks

NEW YORK, Dec. 2.—Ray L. Hills, assistant vice-president of the Great American Indemnity, will deliver the second lecture of the series sponsored by the New York Accident & Health Club Dec. 7. His topic will be "Manual

and Classification." Claude T. Spaulding, field supervisor, Aetna Casualty & Surety, will also speak on "Sales." The last meeting was well liked by the brokers and excellent attendance is expected at this next session.

Cousins on Coast Trip

W. C. Cousins, agency assistant in the accident and health department of the Aetna Life, visited the Houston and San Antonio agencies of the company last week, and left for a tour of the west coast agencies.

Pittsburgh Club Officers

PITTSBURGH, Nov. 2.—New officers of the Pittsburgh Accident & Health Managers' Club are: President, Robert R. Dodson, General American Life; vice-president, Frank Hale, United Benefit Life; secretary, T. Emmett Maher, Hooper-Holmes Bureau; treasurer, H. S. Fouse, Alta Life.

Committee chairmen are: Program, I. L. Close, Provident Life & Accident;

membership, B. F. Davis, Pacific Mutual; public relations and Accident & Health Insurance Week, Charles W. Elton, Continental Casualty; legislative, Lon C. Jeffrey; yearbook, W. A. Hopkins, Provident Life & Accident.

Discuss Accident-Health Week

SAN FRANCISCO, Dec. 2.—At the monthly meeting today of the Accident & Health Managers Club of San Francisco, plans for 1937 Accident & Health Week were discussed.

Travelers Starts Sixth Course

Thirty-two young men are attending the sixth course in life and accident insurance that has been given at the home office of the Travelers this year. This will increase the number of graduate students to 194 at the end of this year. The company expects to accommodate over 300 students from all parts of the United States and Canada in 1937 in ten classes of four-week periods.

WORKMEN'S COMPENSATION

Rhode Island Compensation Changes Broaden the Field

PROVIDENCE, R. I., Dec. 2.—The Rhode Island insurance advisory committee appointed by Labor Director Walling at its first session discussed the recently amended workmen's compensation law. There are now some 2,000 employers of from three to five people in the state who are subject to the workmen's compensation law. Only a small number of these, stated Director Walling, have notified the department of their acceptance of the provisions of the compensation act, evidently failing to realize their status has changed. High insurance rates may have discouraged many from electing to come under the act, said the director, although it is very much to the small employers' interest to come under the act and insure, rather than risk being sued at common law with no statutory limitation on the amount of liability.

Although silicosis is not now covered by the Rhode Island law, Director Walling stated some companies are apparently refusing to write insurance on risks involving the hazard and there was extended discussion of the difficulties of securing insurance in hazardous occupations. Director Walling said the department has effected a voluntary arrangement with insurance companies whereby the companies agree to assign risks which have been refused by four companies successively. It is hoped that this will prove a solution to the problem.

Louisiana High-Low Hearing

NEW ORLEANS, Dec. 2.—President Terrell Woosley of the Louisiana Insurance Society, Lake Charles, and Cruger Smith of Dallas, opposed the adoption of the retrospective rating plan for workmen's compensation insurance at a hearing held by the Louisiana Casualty & Surety Rating Commission, to which all agents in the state were invited. The matter has been taken under advisement, pending statements both for and against from the agents in the state, who are invited to send their protests to Chairman A. P. White of the commission in Baton Rouge.

Missouri Conference Dec. 8

Representatives of the National Council on Compensation Insurance will meet with agency representatives at Jefferson City, Mo., Dec. 8, to discuss the retrospective rating plan. George Oppenheimer, chairman of the compensation committee of the Casualty & Surety Underwriters Association of Kansas City, will attend, as will compensation writing agents from other parts of the state.

Minnesota Rates for 1937 to Be Reduced 8.3 Percent

ST. PAUL, Dec. 2.—Compensation insurance rates in Minnesota in 1937 will average 8.3 percent below the 1936 figures as a result of action of the Minnesota compensation insurance board.

The companies, through the Minnesota compensation rating bureau, had proposed a reduction of 6.6 percent on the average. The new rates, which become effective Jan. 1, will mean a saving of about \$400,000 for the year to Minnesota employers, according to an estimate of A. H. Kleffman, secretary of the board, who based his calculation on normal premiums of \$5,000,000 in Minnesota.

The reduction for 1937 follows a cut of 2.8 percent this year, making the reduction for the two years 11.1 percent.

In arriving at its figure for 1937, the compensation insurance board used the years 1932, 1933 and 1934 for rating purposes. The 61-39 ratio for losses and loading was used again this year and the 5 percent contingency factor also was continued. The board recognized loss ratios as developed by three industry groups—manufacturing, contracting and all others. The formula method was adhered to in all except a few cases.

Differential for Oklahoma Fund

OKLAHOMA CITY, Dec. 2.—In recognition of the legislature's expense allowance for the Oklahoma state fund, the Oklahoma insurance board authorized a differential of 10 percent in rates charged by the fund, from 80 to 72 percent of the established basic schedule for private companies. This order is retroactive to Feb. 15, 1936.

This is the second slash in rates approved for the fund this year. In February a cut from 85 to 80 percent of manual rate was granted, which with the recent reduction means a deviation of 28 percent. The fund does not write death coverage.

Why High-Low Was Tabled

The Missouri department has deferred consideration of the retrospective rating plan for compensation because of the diverse views on the subject held by prominent agents of the state. This information was given to the members of the Kansas City Association of Casualty & Surety Underwriters at their meeting last week by W. J. Welsh of the Kansas City agency of Welsh, Mann, Barnum, Kerdolff & Welsh. The actual compensation rate revision, according to Mr. Welsh, would result in a decrease in premiums of about 3 percent, instead of 1½ percent as previously reported. The

Kansas City association has decided to table any action on the retrospective plan.

Issue Revived in Indiana

While retrospective ratings of compensation risks was voted down by the Indiana Association of Insurance Agents at the annual meeting at Marion in October, the question has been revived and a special committee of the association has met with representatives of the Indiana department and the National Council on Compensation Insurance. A report of this conference will be submitted to representatives of the Indiana association by President Swadener.

Texas Reciprocal in Bureau

OKLAHOMA CITY, Dec. 2.—The Republic Underwriters of Waco, Tex., has become member of the Oklahoma Compensation Rating Bureau with a view of writing workmen's compensation and employers' liability insurance for truck operators in the state. W. W. Sumner is state agent. Joining the Oklahoma bureau entitles the company to membership in the National Council on Compensation Insurance.

ASSOCIATIONS

Course on Chemistry and O. D.

The Casualty Engineers Association of Chicago has arranged for Dr. C. W. Muehlberger, chief chemist for the Cook county coroner, to give a course of 16 lectures on Friday evenings in the Insurance Exchange auditorium on industrial chemistry as applied to industrial hygiene and occupational diseases. The speaker will explain the fundamentals of chemistry at the first two or three meetings and then will discuss the occupational disease hazard to be found in various industries and requirements for eliminating the exposure. Officers of the club are seeking to get as large an enrollment as possible so as to reduce the cost per individual.

At the meeting Friday evening of this week there will be a moving picture on handling dangerous and flammable liquids, which is furnished by the Protecto Seal Company.

Washington Bureau Elects

SEATTLE, Dec. 2.—S. D. Hubbard of the Ocean Accident was elected president of the Underwriters Bureau of Washington, which maintains an impairment clearing house on thousands of automobile risks. R. R. Groninger is vice-president, and Mrs. J. B. Wilberton, secretary-treasurer. New directors are W. H. Marks, C. B. DeMille General Agency; H. W. Piggott, General Casualty; A. O. Stuber, Massachusetts Bonding; J. E. Charbonnel, Fireman's Fund Indemnity; Carl Birkenmeyer, United Pacific, and R. L. Noble, American Motorists.

Oregon Adjusters Elect

PORTLAND, ORE., Dec. 2.—The Oregon Casualty Adjusters Association has elected A. J. McQuatters, Travelers, president; Lloyd Wagner, Fireman's Fund Indemnity, vice-president, and Jack Neer, independent adjuster, re-elected secretary-treasurer. The past year the membership has increased to 62.

Los Angeles Adjusters' Dinner Dance

The Casualty Insurance Adjusters Association of Southern California held its annual dinner dance in Los Angeles with an attendance of over 300.

F. & D. Managers Confer

A regional conference of branch managers of the Fidelity & Deposit and American Bonding in the middle west is being held in Kansas City Wednesday and Thursday of this week. D. C. Handy, vice-president at the head office.

is conducting the meeting. In addition to Baxter Brown, regional vice-president at Kansas City, those attending are R. D. Searles, Chicago; D. B. Wood, Minneapolis; H. H. Thomas, Milwaukee; William Bock, Omaha, D. B. Leitch, Oklahoma City, and F. H. Doenges, St. Louis.

A city motor vehicle checkup is being pushed by the **Spokane (Wash.) Insurance Association** and other organizations and it is expected that a station will soon be established. Seattle's new motor vehicle checkup station opened on Dec. 1.

PERSONALS

A. Duncan Reid, president Globe Indemnity, who spent a few days in Los Angeles after attending the 25th anniversary birthday party at Del Monte, Cal., had expected to sail for the east from Los Angeles via the Panama Canal but was unable to leave from that port on account of the marine strike.

so he motored to Ensenada, Mex., where he boarded a Grace line steamer for New York.

The **Maryland Casualty** is keeping open house in its new Kansas City office Friday afternoon of this week between 2 and 5 o'clock. It has taken offices on the fifth floor of the Commerce building.

Secretary Walter Linn of the **Pennsylvania Self-Insurers Association**, Finance building, Philadelphia, calls attention to

[illegible]

ONE of the chief reasons for the continuing progress and success of the Maryland Casualty Company is found in that loyal, public-spirited group of men and women... the *agents* of The Maryland.

They will always be The Maryland's best advertisement... ten thousand of them out on the firing line... daily providing the competently planned protection against Unforeseen Events that characterizes the service of The Maryland. To you they must, in many cases, stand not only as able counsellor but as good friend. Approaching its fortieth year in business, The Maryland makes grateful acknowledgment.

THE MARYLAND

MARYLAND CASUALTY COMPANY • BALTIMORE • SILLIMAN EVANS, PRESIDENT

This advertisement is appearing during December in Time, Fortune, Business Week, Nation's Business and Banking.

the requests for copies of a treatise entitled, "Self-Insurance of Workmen's Compensation in Pennsylvania." Howard M. Teaf, Jr., wrote the treatise as a graduating thesis and it was published by the Bureau of Workmen's Compensation of the State of Pennsylvania. There has been some confusion between this treatise and the book, "Will America Copy Germany's Mistakes?" by Gustav Hartz. The Hartz pamphlet was written for the Pennsylvania Self Insurers Association by Mr. Hartz in Berlin. It was translated and published by the Pennsylvania Self Insurers Association but there is no relationship between the two pamphlets.

D. W. Pierce of Los Angeles, resident vice-president of the Globe Indemnity and assistant manager of the Liverpool & London and Globe group, has been elected a director of the Farmers & Merchants National Bank of Los Angeles.

William B. Wiegand, chief insurance examiner for the New Jersey insurance department, who has been temporarily in charge of mortgage guaranty companies in trusteeship, has returned from an extensive vacation. He with Mrs.

Wiegand, motored through the southern states, stopping off at Birmingham, where they met their son, a junior at the University of Alabama. At Tuscaloosa Mr. Wiegand lectured to the insurance class on "State Supervision."

P. W. Wood & Son of Ithaca, N. Y., celebrated the 55th anniversary of its representation of the Travelers. The agency was founded by P. W. Wood when he was licensed to represent the Travelers in 1881. Percy O. Wood entered into partnership with his father in 1914. P. W. Wood died in 1921. Since then Percy O. has carried on the business alone. He bought the D. E. Marsh agency in 1922, and later the J. J. Sinsbaugh agency, both of which had represented the Travelers.

H. L. Waterman, underwriter of the Travelers for the south and west, has just completed a tour of agencies in Louisville, New Orleans, San Antonio and Dallas.

E. J. Garr, 70, for 11 years an adjuster for the Employers Liability, died in a Philadelphia hospital.

Patrick Donohue, 57, formerly Arkansas state boiler inspector for many years with the Hartford Steam Boiler in that state, died recently at Seattle, Wash.

Harry Strongin, president of the Consolidated Taxpayers Mutual of Brooklyn, is to be honored at a testimonial dinner Dec. 15 at the Brooklyn Jewish Center by a committee of Brooklyn citizens in honor of Strongin's philanthropic endeavors.

Oppose Boiler Ordinance

SEATTLE, WASH., Dec. 2.—A fight against a proposed boiler inspection ordinance in Seattle has been launched by property owners and insurance men. The city council is considering the enactment of an ordinance which would compel every property owner with boiler equipment to pay the city for regular inspection. This fee would offset the boiler insurance premiums now paid. Property owners are complaining because the ordinance would require payment of the fee whether or not insurance is carried.

Opposes "Pay as You Kill"

The substitution of "Pay as You Kill" for the humane slogan "Safety First," was opposed by Sam H. Reynolds, Kansas City, Kan., local agent in a letter to the Kansas City, "Kansan" in answer to an editorial in that newspaper suggesting the possibilities of compulsory automobile liability insurance. The compulsory law replaces the gospel of accident prevention with the gospel of accident compensation, said Mr. Reynolds. He cited the positive psychological effect of the financial responsibility type of law compared to the compulsory provision. The financial responsibility law offers both the assured and the insurer opportunity to exercise discretion, he said.

Fay with Peter & Thompson

LOS ANGELES, Dec. 2.—Edgar A. Fay has been appointed manager of the Peter & Thompson agency of Los Angeles, following the death a few weeks ago of Harry Thompson. He has been in the business since 1915, when he entered the underwriting department of Aetna Life in San Francisco. Two years later he came to Los Angeles as superintendent of the Aetna Casualty, resigning in 1921 to become branch manager here of the Zurich and returning to San Francisco in 1928 as manager of the city department of the Globe Indemnity. Several years later he returned to Los Angeles as casualty manager of Rolph, Landis & Ellis, now Hinchman, Rolph & Landis. Subsequently he was appointed assistant manager of the Massachusetts Bonding in Los Angeles and remained in this position until a few months ago, when he resigned to devote his time to personal interests.

FIDELITY AND SURETY NEWS

Contract Bonds to Increase

Surety People Anticipate Many State, County and Municipal Projects Will Be Undertaken

NEW YORK, Dec. 2.—Next year, surety managers predict, will witness a good increase in the volume of contract bond business; basing their belief upon the improved financial condition of states, counties and municipalities throughout the country, and the announced purpose of many to undertake public works projects that through lack of funds hitherto, have been held in suspense.

Road work, the building of state institutions of one kind or another; erection of county court houses, hospitals, etc., municipal halls, recreation houses and public school buildings, are among the undertakings it is confidently expected, will be started in many centers early in 1937.

For the past several years most of the construction bonds have covered on projects of the federal government, undertaken in large degree to create employment. As industry is absorbing more and more of the hitherto unemployed, federal projects are not as numerous.

In the pre-depression period the income of surety companies from the contract bond line constituted about a third of the total premiums. This year it will scarcely reach one-half that figure, and would have been considerably less had it not been for the large number of fed-

eral projects upon which construction bonds were required.

Nebraska Fund Hearing Dec. 10

LINCOLN, NEB., Dec. 2.—The supreme court has definitely fixed Dec. 10 as the date on which it will hear arguments on the case attacking the constitutionality of the law giving the state a monopoly of the bonding of all public officers within its borders. The district court upheld the law in all particulars save a section that gave the state bond commission power to suspend officers who failed to patronize it.

Ladd Los Angeles President

LOS ANGELES, Dec. 2.—Don M. Ladd, associate manager Fidelity & Deposit, has been elected president of the Surety Underwriters Association of Southern California. Charles Batchelder, Indemnity of North America, is vice-president, and Ray Poulton, Royal and Globe Indemnity, secretary-treasurer.

F. & D. Writes Dam Bond

The Fidelity & Deposit is the originating company on the contract bond covering the construction of dam No. 14 on the Mississippi river for the Central Engineering Company of Davenport. The Waterman & Lohmiller agency of Davenport is the broker. The amount of the contract is \$1,979,862 and the penalty of the bond is one-half that amount. Dam No. 14 is in the Rock Island district.

NEWS OF CASUALTY COMPANIES

Review Old National Surety Transaction in Large Suit

The transaction by which the old National Surety purchased 1,800 shares of its stock for resale to employees was the subject of testimony at the resumed preliminary hearing in connection with the \$20,000,000 suit brought by National Bondholders Corporation against about 100 directors and officers of the old National Surety.

These shares were acquired by National Surety in the open market through the National Accounting Company, a wholly-owned subsidiary. National Bondholders Corporation charges that this transaction was illegal. At the hearing, it was brought out that these shares were sold to the Chemical Bank & Trust Co. in December, 1931, under a repurchase agreement, allegedly to prevent criticism by the New York department.

Counsel for National Bondholders Corporation contended that National Surety lost \$228,064 through the transaction.

At the hearing, it was brought out that a loan of \$300,000 to National Accounting was authorized by the executive committee of National Surety and that the latter company purchased 18,000 shares of National Surety in 1929 at an average price of \$128.75. The stock was to have been distributed on an installment basis, to employees and agents. However, the market crashed and by Nov. 25, 1929, the stock was at \$88 and the plan had to be abandoned. The National Accounting on Dec. 30, 1929, disposed of the 18,000 shares to the Chemical Bank & Trust Co. at the cost price and agreed to repurchase the stock at the same price a month later. The agreement was extended up to March 31, 1932, when the market price of the stock was about \$18,000.

Schulz Brothers Fined

DES MOINES, Dec. 2.—Fines of \$2,000 each were levied by Federal

Judge Dewey on William Schulz, Jr., former president, and Carl G. Schulz, former secretary of the Union Mutual Life of Iowa and the Union Mutual Casualty. Both men entered pleas of guilty on the first charge of the indictment, charging conspiracy in connection with the operation of the companies from 1929 to 1936. Both men resigned from the companies last February following a court action by a group of policyholders.

New Angelus Indemnity Setup

The Angelus Indemnity of Los Angeles has been granted a permit to issue certificates for 40,000 shares of capital stock par value \$2.50 per share, as fully paid and to exchange such shares with all persons who appear on the books as holders of any of its shares of \$3.50 par value. Each such holder is entitled to receive the same number of shares as are designated in the certificates surrendered.

Liberty Mutual to Build

The Liberty Mutual intends to erect a nine-story office building to house its home office in Boston. It will be located at Berkeley street, St. James avenue and Stuart street. It will cost about \$2,000,000. It will probably be ready for occupancy next fall.

New Boston Mutual

The Canton Mutual Liability of Boston has been granted a charter to do a general liability business. Officers are: President, Rubin L. Rose; vice-president, T. C. Crean; secretary, Martha Goodis; treasurer, S. H. Flink.

The Hartford Steam Boiler has declared an extra dividend of 30 cents per share, payable Dec. 1.

Mr. and Mrs. W. R. Lecky of Richmond have announced the engagement of their daughter, Eleanor Laughlin, to George Francis Moose II of that city. Mr. Lecky is secretary of the Robert Lecky, Jr., agency of Richmond.

DIRECTORY CERTIFIED PUBLIC ACCOUNTANTS

ILLINOIS

S. ALEXANDER BELL & CO.

Certified Public Accountants

Specializing in Insurance Accounting,
Audits and Systems

18 South La Salle Street, Chicago, Illinois
Telephone: Central 3518

WINZER & CO.

CERTIFIED PUBLIC ACCOUNTANTS

Commercial Accounting
and Income Tax Counsel
Insurance Accounting
Fire, Casualty, Life

89 SOUTH LA SALLE STREET
CHICAGO, ILL.
Phone FRA. 6085

KANSAS

SPURRIER & WOOD

811 Beacon Building
Wichita, Kansas

Certified Public Accountants
Insurance Accounting
Fire, Casualty, Surety

MINNESOTA

JAMES S. MATTESON & CO.

Certified Public Accountants

Suite 902, Fidelity Building
Duluth, Minnesota

James S. Matteson, C. P. A. (Minn. & Wis.)

SOUTH CAROLINA

GOODING AUDIT COMPANY

PUBLIC ACCOUNTANTS

Member American Society
Audits-Systems-Tax Service
COLUMBIA, S. C.

WISCONSIN

FREDERICK S. STAPLES & CO.

Certified Public Accountants

First Wisconsin National Bank Bldg.

Milwaukee, Wisconsin

Colorado Agents' Lloyds Deals Out

(CONTINUED FROM PAGE 29)

of Lloyds of London and payment of any claim is made in New York funds. 5. The local broker has no authority to bind Lloyds of London in the slightest degree to any insurance contract.

Supporters of the practice contend that the Lloyds policy is a legal and lawful policy and that a licensed broker has the right to forward the proposal to London and to receive compensation for this from Lloyds on consummation of the contract.

Attorneys for agents who have been writing excesses with Lloyds cited several legal cases to support their stand but the attorney-general's office held that they did not apply and ruled "that certain licensed brokers in Colorado are acting in violation of the insurance laws of Colorado in placing insurance in non-admitted companies." The opinion commented that the practice had apparently not been intentional.

Cites Supreme Court Decision

The attorney-general's opinion cited the decision of the U. S. Supreme Court in the case of *Nutting v. Massachusetts* in which a Massachusetts statute similar to the Colorado law was upheld. This decision made a definite distinction between the right of the insured himself to place coverage in a non-admitted company and that of an agent to do so. The supreme court decision, as written by Justice Gray, read in part:

"A state has the undoubted power to prohibit foreign insurance companies from making contracts of insurance, marine or other, within its limits, except on such conditions as the state may prescribe, not interfering with interstate commerce. A contract of marine insurance is not an instrumentality of commerce but a mere incident of commercial intercourse. The state, having the power to impose conditions on the transaction of such business by agents of such companies, or by insurance brokers, who are to some extent, the representatives of both parties."

Dust Prevention Experts Report

(CONTINUED FROM PAGE 31)

probably it would be discovered that dusts which are too large to be breathed would serve many processes just as well as those which are around 1 micron in size.

"If the breathing of dust causes disability of any sort—silicosis is only one manifestation—then it follows that there must be some degree of air cleanliness from which no disability will result to the average man during the average working period.

"The super-cautious person may claim that the permissible concentrations, commonly called thresholds, are not precise and generally have not been established. This is perfectly true, but emphasizing instead of answering the question, is merely passing the responsibility along to the engineer.

Absurd to Split Hairs

"The absurdity of splitting hairs in order to achieve precisely the degree of cleanliness which fits medical knowledge is accentuated when the engineer begins his design work. He does not base his calculations on dust counts, but on the volumes of air to be handled, together with the best data he can get on the gross dust loading—cubic feet or thousands of cubic feet per hour and pounds of dust per day. If left to his own devices he will do his best to achieve a dust concentration substantially lower than any medical knowledge warrants. Why, then, wait for the mythical thresholds before taking action?"

The report includes a table giving latest available information on the minimum air velocities necessary in certain

industries to insure the maintenance of dust concentrations at safe levels.

The committee asserts that many firms have neglected heavy dust concentrations in cases where the dust is of no proven harm, and adds:

"There is no satisfactory medical answer at present to this question, but the engineer is making a bad mistake if he lets men breathe heavy dust concentrations of any material. If no other reason for dust control can be found, then one should read transcripts of some of the recent suits at common law in which fantastic damages for alleged silicosis were granted to men who breathed dust containing little or no silica. The courts and compensation boards are not impressed with subtle distinctions between dusts with 10 percent and 40 percent quartz, especially when medical experts are reluctant to make definite statements as to the comparative significance of such differences.

Respiratory Troubles

"It would be well to realize that men working in dusty trades suffer far more from respiratory troubles of all kinds than do men who work in clean air. The evidence that excessive dustiness of any kind is harmful is beyond argument."

The committee attributes the handicap in this field to the lack of fundamental data and recommends a number of specific engineering researches for the foundation to undertake in the coming year.

Casualty People Get Bad Publicity in O. D. Situation

(CONTINUED FROM PAGE 31)

situation and they have been careful to stand in the background, seeing to it that the employer made his own decisions. They have recognized the likelihood that some employer, deciding to dismiss employees already afflicted with silicosis, would tell the employee that he had been forced to do so by his insurance company. As a matter of fact a few companies have refused to discuss the matter of coverage for dusty industries either with the agents or with the employer until such time as an assigned risk plan is placed in operation.

When the occupational disease law was being drafted by employers and labor interests, the insurance companies urged that employees afflicted with silicosis at the time the law went into effect be excepted from coverage and that there be no possible recovery for them. This proposal was rejected by both the labor interests and the employers. They took the position that a certain number of employees would have to fare very badly but that this would be a necessary sacrifice to get the plan in operation.

The insurance leaders realized what the situation would be and they feared that they might face the possibility of having the onus placed upon them.

The casualty people are greatly upset that this sort of publicity should come out at just this time, with the state legislature shortly to convene. They are anxious that Governor Horner conduct a thorough investigation.

Linehan Boston Speaker

BOSTON, Dec. 2.—Charles Linehan, outstanding producer of the Massachusetts Accident, will address the Boston Accident & Health Underwriters Association on "Production" at the next association meeting Dec. 10.

H. D. Beggs in Private Practice

H. D. Beggs, formerly associate counsel for the Western & Southern Indemnity, is now in private practice, specializing in insurance adjustments. He has opened an office in the Eagle Savings & Loan building, Cincinnati. His father, W. J. Beggs, was a prominent Ohio field man.

C. L. Middlebrook, recently resigned from the Mutual Bank of Seattle, has opened an agency in the Republic building, Seattle.

Get Going

We've done our part! For months, we've been telling the world—by letter, advertisements and word of mouth—about our Specialized Coverages for rare and unusual forms of Public Liability Hazards. Now it's your move!

All the particulars regarding this attractive market are yours for the asking. Write now!

DOUBT US IF YOU WISH—BUT GET THE FACTS
WRITE TODAY

Great Lakes Casualty Company

Detroit, Michigan

Life •
• Health

• Accident
Group •



is one of the ten oldest American companies writing Accident and Health business, and one of the ten leading American companies in the production of Accident and Health insurance.

Facts like these are significant to the Agency or individual producer seeking a profitable and satisfactory connection with a company old enough to be among the nation's leaders—small enough to retain a close, friendly contact with its representatives throughout the field.

Accident Department

PROVIDENT LIFE and ACCIDENT
INSURANCE COMPANY
CHATTANOOGA, TENNESSEE

Plan Federation in South Dakota

(CONTINUED FROM PAGE 5)

D. W. Crabtree of Ellendale, president North Dakota Federation, at the first session outlined the North Dakota set-up. President Hoffman appointed a five-man committee to draw up recommendations for a similar South Dakota alignment. In the afternoon session there were five addresses. Tom Scanlon of Pierre, deputy commissioner South Dakota, said there was great need for recodification of the insurance code. Mr. Shaw pointed out the insurance business faces a crisis and labeled the consumer-cooperative movement as "more vicious than we suspect," and a movement "which mutual insurance fosters."

Leonard Zell of Fargo, N. D., state agent Hanover Fire, stamped mutuals of the independent type as "our most dangerous competitor." Speaking on "Island Marine," R. H. Bancroft of St. Paul, manager marine department, St. Paul F. & M., described the personal property floater marine policy, telling of the complete protection for household goods and personal effects that it gives.

Speaks on Liability

Earl Dean, Minneapolis, superintendent of agents for the Aetna Casualty, described liability insurance as most essential to the protection of modern business and men. He said too few agents are thoroughly familiar with the various kinds of insurance available to cover liability hazards.

Mr. Dunbar, banquet speaker, called for a closer organization of insurers to work for legislative measures favorable to their business. His recommendations were apparently to bear fruit in the new federation which was modeled upon both the North Dakota organization and Mr. Dunbar's description of the Nebraska association, which includes company officials and local agents.

Selection of the 1937 convention city was left to the executive committee. The proposed state federation would include local agents of stock companies, field men, company executives, life agents and life company executives. Officers of the state casualty association also would direct the federation.

U. S. Federation in Annual Meet

(CONTINUED FROM PAGE 29)

made during the year. A resolution was adopted approving the drive for associate members. It is believed that this will greatly strengthen the federation and all members pledged their support toward this end.

A resolution extolling the late George Webb was adopted, also one expressing appreciation for work done by William Brosnith, who is retiring as active chairman of the advisory board.

Members anticipate considerable leg-

islative work in the near future and it is expected the federation will become more active than it has ever been.

The coming year promises to be one of extreme legislative activity, John T. Hutchinson said in his secretary's report. Ways to find tax money to balance budgets, make up deficits and carry on the functions of government will be a paramount issue. Although insurance is bearing more than its share of tax burdens now, many attempts will be made to saddle it with additional taxes next year. Regular sessions will be held by legislatures in 43 states. Mr. Hutchinson said the federation has always contended that assured and insurer have similar interests in legislative measures proposing additional tax levies on insurance.

Thommasson Ends Insurance Career

(CONTINUED FROM PAGE 3)

that field making his counsel on organization affairs of value.

Mr. Thommasson was guest at a get-together dinner Monday, at which Secretary Charles Waller acted as toastmaster. Secretaries J. L. Mylod and G. H. Duxbury, District Manager P. J. Moriarty of Detroit, and others spoke in appreciation of the honored guest.

On behalf of those assembled Assistant United States Manager C. E. Case presented Mr. Thommasson with a wardrobe trunk.

Notable Guests Present at Big New York Dinner

(CONTINUED FROM PAGE 32)

Ica Fore; Sumner Ballard, president International; R. P. Barbour, manager Northern Assurance; H. H. Clutia, president Northern of New York; C. S. Conklin, manager Pearl; R. A. Corroon, John R. Barry and E. S. Inglis of Corroon & Reynolds; John R. Cooney, president Firemen's; Gilbert Kingan, manager London & Lancashire; H. S. Jarvis, Travelers Fire; W. S. Crawford, "Journal of Commerce," and Mrs. Nora Vincent Paul, vice-president, and Dorothy Paul, news representative "National Underwriter"; Clarence Axman, "Eastern Underwriter"; E. M. Ackerman, "Insurance Field"; T. L. Kane, "Spectator"; L. A. Mack, "Weekly Underwriter."

New Deal Is Perfected for Central Mutual of Chicago

(CONTINUED FROM PAGE 29)

The intention was to have this company licensed on Tuesday, but some hitches developed and this was not done until Wednesday.

The program contemplates that the new company should be in charge of liquidating the old company, without a receiver being appointed. Those interested contend that the old company can be voluntarily liquidated without loss. The new interests will put up money to form the new company, the temporary president of which would be Joseph Goodpaster of Hutchinson, Kan. The vice-president would be Attorney Schulz of Detroit. The secretary would be L. A. Meeker, a broker of Chicago, and the treasurer would be Robert Strecker of Milwaukee.

Some time ago an examination of the Central Mutual was completed, indicating a deficit of \$50,000. A conference was held in Chicago with officials of the Central Mutual, several general agents and representatives of 13 insurance departments. The general agents and Harold Shlensky, president, submitted a proposal for reorganization and the insurance department officials agreed to give those interested time to see what they could do. Some \$100,000 was raised by Mr. Shlensky and the general agents and this was placed in escrow to be contributed to surplus of the Central Mutual under certain conditions. That plan has fallen through. The present plan is for the new interests to take up Mr. Shlensky's interest in the escrow funds and contribute additional money towards setting up a new company. General agents and various others interested in the project are offering to put up about five or six thousand dollars each.

Those who have not been interested in the Central Mutual heretofore see an opportunity to develop a business on the foundation of the old company. They are primarily interested in getting the records that the Central Mutual possesses. The company has important files on truck drivers, equipment, etc.

Insurance Director Palmer of Illinois was in conference with those interested until Tuesday afternoon when he had to leave for New York to address the meeting of the Life Presidents Association. Others from the department in the conference were Frank Young and Raymond Nelson.

The conferences were held in the offices of the law firm of Lord, Lloyd & Bissell, who represent the old company. Attorney G. W. Weichelt of Chicago represented the new interests.

There will be a meeting of directors of the new company Friday to elect permanent officers and determine upon policy. Attorney Weichelt states that all those interested in the new venture are practical insurance men and that the operators of the old company are completely out of the picture.

The insurance department states that under section 18 of the mutual act, the director has discretion to withhold levying an assessment upon policyholders for a certain length of time. The department, acting under authority of that section, therefore is not now levying an assessment.

No money is to be taken from the old company for the benefit of the new. The funds use to create the new company represent new money. As the business runs off the books of the old company, it will be rewritten in the new.

President Harold Shlensky of the Central Mutual stated Wednesday afternoon that he was still at the office, that he had not "sold out," and that he was to confer Friday with some people. This statement apparently indicates that the deal of the Weichelt interest is not as definite as it appeared before Mr. Shlensky made his statement.

Grain Growers Cooperative Cut Rate Offer Stirs Coast

(CONTINUED FROM PAGE 3)

ten under a special provisional reporting form policy and placed "in a substantial and outstanding" company.

The Special Agents Association of the Pacific Northwest and the Spokane Insurance Association, aided by agents' as-

sociation officials in the northwest states made a thorough investigation of the plan. Briefs were submitted to the three state insurance departments. Commissioner Sullivan spent last week in Spokane investigating the proposal. The report to the commissioner stated that the letter of solicitation by the secretary of the cooperative violated the state insurance laws because neither he nor the cooperative had an agent's or broker's license. The plan was also considered as a method of effecting a rebate and its legality was questioned on that score. The discriminatory features of such a plan were also pointed out.

Officials of the cooperative were reported as having indicated their intention of securing a general agency connection for the purpose of writing all lines of insurance if such action could be taken legally. One of the officials recently visited San Francisco in search of such a connection. Insurance organizations called upon companies in San Francisco to cooperate in forestalling the move, which they termed as demoralizing to the business.

M. J. Harrison to Be New Commissioner in Arkansas

(CONTINUED FROM PAGE 3)

Mr. Harrison is a native of Clarksdale, Miss., and received his education at Castle Heights School, Cumberland University and the University of Michigan. He began the practice of law in 1913 at Wynne and was Cross county representative in the legislature when he resigned in 1917 to enlist. He was commissioned captain and won the rank of major while in France with the 235th Field Artillery. On his return to the United States in March, 1919, he was appointed assistant commissioner and was advanced to commissioner in 1924. He resigned one year later to engage in the practice of insurance law at Little Rock.

Gus Wright, local agent of Paragould, is slated for appointment as state purchasing agent.

Average Premium Increasing

Companies Writing Accident Insurance Find That People Are in Better Financial Condition

Observers in the health and accident field say that during the last few months there has been a noticeable increase in the size of average premium. At the time of the financial debacle, accident and health policies were the first dropped. That seemed to be the line of insurance that people seized on first in the economy program. Next followed burglary and public liability for householders. There was a cutting down in different directions.

This would indicate that people were not sold on the necessity of accident and health insurance as they were on fire, tornado, life and automobile. They may have regarded it as something worth while and yet not in the same category as the others. When times became better and people began to budget their expense, allowing a small sum for accident and health insurance, companies found it desirable to solicit special automobile accident policies or to get out policies where the premium amounted to \$15 or \$20. The line of least resistance was the lower bracket policy. Companies have been getting away from the high death indemnity rate and the weekly benefits are being emphasized. As time has gone on and business became better people who were spending \$20 for a policy are now able to spend \$25 and some \$30. This is highly encouraging and shows a healthy sentiment in the accident and health field.

W. H. Quirk, Jr., special agent of the Quirk & McAllister general agency, San Antonio, Tex., is the father of a baby girl, Mary Lee.

A GOOD COMPANY

for

GOOD AGENTS

COMMERCIAL STANDARD
INSURANCE COMPANY
FORT WORTH, TEXAS

New Amsterdam
Casualty Company

A Progressive Surety and Casualty Company

Reciprocal Matters in Tangled Shape

(CONTINUED FROM PAGE 5)

scribers to cancel their risks and demand return of their credits. Mr. O'Malley asked for a temporary restraining order at the same time. To this Daniel V. Howell and Madden, Freeman & Madden, representing Rankin-Benedict, filed a motion for change of venue, which ties up any action until the latter motion is acted upon.

Reinsurance or Liquidation

The assumption is that Mr. O'Malley will complete his examination before the other matters can come to a head.

It is understood practically no chance remains for the exchange to come out of its present difficulties and go forward on its own feet. Reinsurance or liquidation appear to be the only alternatives.

But neither of these courses now is possible until the answer of participating subscribers, which attorneys here regard as in reality an intervenor, is settled. In it, participating subscribers put forward the theory that reserves created by them cannot be, and should not have been, used to pay losses or claims on non-assessable general business. The effect of this theory would be to leave non-assessable policyholders high and dry; in effect, without insurance, inasmuch as there is no surplus behind such business except that created by participating subscribers.

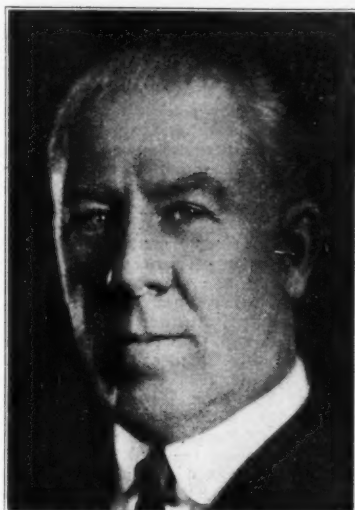
Who Owns the Reserves?

The interesting part of the theory advanced in the answer is, however, the contention of subscribers that reserves belong solely to the individual subscribers who create them. In effect they contend that that surplus is not a free surplus available for paying losses and claims on the exchange, but can be assessed only the ratio which the loss bears to total premiums of all subscribers in the exchange. It was this contention which brought about the deadlock between the advisory committee and Rankin-Benedict on the proposed reinsurance of the exchange's business by Atlas Mutual, whose officers are substantially the same as those of Rankin-Benedict. Rankin-Benedict contended, and still does, that the whole surplus must be available for paying losses and claims first of all, and only secondarily does it belong to the individual subscribers who created it.

To illustrate the answer's theory, say total premiums of the exchange are \$1,000. A loss of \$30 occurs. This is 3 percent of all premiums. Under the answer, the attorney-in-fact can take only 3 percent of the amount each subscriber has in the exchange to pay the loss. However, in practice, this is impossible, inasmuch as some subscribers' premiums have not been collected, so that 3 percent of their share is nothing. Also, credits of certain subscribers have been exhausted, and 3 percent of their credits equals nothing. Under this theory, therefore, no loss or claim against the exchange, even of participating subscribers, ever could be paid in full, and never could have been paid in full in the past.

In practice the exchange has paid losses and claims out of its total funds, and there has prorated the losses and claims. That this was a generally ac-

Chicago Expert in Credit Insurance Dies Suddenly



C. E. APPLER

C. E. Appler of Appler, Schroyer & Cline, general agents of the London Guarantee credit department in Chicago, died Tuesday from a heart attack at his home. He had been ill for several months. He was 69 years of age. Funeral services will be held Thursday morning. Mrs. Appler and a daughter, Mrs. George Cooper, Jr., Chattanooga, Tenn., survive.

In December, two years ago, Mr. Appler and his office staff celebrated his 35th anniversary of his continuous service in the credit insurance business in Chicago. He was one of the pioneers in this line and one of the first to develop the idea of inducing brokers to present the credit insurance proposition to clients. The field of credit insurance had been considered so highly complicated that it was thought it could only be sold through special agents.

Mr. Appler started Dec. 1, 1899, with the Ocean Accident in Chicago as general agent in its credit department. He operated this office for six and a half years and went with the London Guarantee & Accident, July 25, 1906, as special agent. He represented the company as general agent and was regarded as one of the leading insurance experts in credit insurance in the country.

Mr. Appler was born Aug. 30, 1867, at Atlanta, Ga. He started in the fire insurance business in that city and continued for some 15 years, operating his own local agency and for a time was special agent of the old Phenix of New York. He went to Chicago in 1889 and connected at once with the Ocean Accident.

Accepted practice is indicated by the exchange's slogan, used for years, "Largest percentage of assets to dollars at risk." Now, however, participating subscribers want assets segregated for their individual benefit.

Under the theory of the answer, there is no surplus back of general business, and it becomes a question as to how

losses on such business will be paid. This business includes risks financed through HOLC, Federal Land Banks, Farm Credit Administration, RFC, etc., and policies on savings and loan associations, general banks, even Jackson county. These assured apparently presumed, from the slogan, that total surplus was set up as assets for the payment of claims.

It is considered probable that Mr. O'Malley will not pay losses at the exchange due to what would be the practical effect of the answer. The superintendent announced when he took over the exchange and before the answer was filed that they would be paid. Should he pay them and the courts uphold the contentions of participating subscribers, it would be impossible for him to retrace his steps and unravel the financial tangle.

Of course, under the answer, it would be impossible to find the money to pay a company desiring to reinsure the general business of the exchange, which has \$1,415,000 in unearned premiums, inasmuch as the exchange could not use any of the participating subscribers' surplus, \$825,000. Assets of the exchange, about \$2,500,000, include \$500,000 of premiums in process of collection. There is a total of approximately \$370,000 in unearned premiums on lumber business, leaving in the lumber accounts about \$295,000. Losses in process of adjustment are in excess of \$100,000.

O'Brien & Hanrahan Move to Larger Chicago Office

The law firm of O'Brien & Hanrahan, located in the Insurance Exchange, Chicago, for many years, has taken larger quarters on the 31st floor of the Board of Trade building. M. J. O'Brien located in the Insurance Exchange about 1917, and has been steadily identified in handling insurance company legal work since then. For accommodation of companies not having their own claim departments in that locality he organized the Casualty Service Company and conducted a claim organization under that name until 1928.

James R. Hanrahan joined Mr. O'Brien about 1926 and became a partner in 1928, when the title was changed to O'Brien & Hanrahan. Mr. Hanrahan was for many years trial attorney for the Yellow Cab Company. Mr. O'Brien organized the M. J. O'Brien & Co., adjusting organization for companies.

M. J. O'Brien & Co. has rendered claim service to some 60 companies. F. S. Bean, who has had many years' experience in claim work is in charge of the adjusting organization.

Atlanta Agent Writes \$100,000,000 Group Line

ATLANTA, Dec. 2.—Chas. E. Bradshaw of Atlanta has written one of the largest group policies on record, for about \$100,000,000 on the Railway Express Agency, covering about 55,000 employees against death, dismemberment, accident or any cause. This covers employees who work in offices throughout the United States, Canada, Alaska and Hawaii, each carrying an amount determined by the nature of his job, classified by his occupational grouping. It is understood a number of life companies are underwriting the line, but the names of the companies were not disclosed.

Mr. Bradshaw is a specialist in group insurance who has arranged similar coverages for railroads, steamship companies and other large industrial and transportation concerns. The deal became known upon the arrival in the city of L. O. Head, president of the Railway Express Company, a native of Milner, Ga.

C. B. White & Co. has moved to new quarters at 1223 Dexter Horton building, Seattle.

See Loss In Chicago "L" Crash As Reaching \$250,000

Curbstone adjusters, who have been speculating as to the probable extent of the liability on account of deaths and injuries in the Chicago Elevated wreck in which 10 were killed and about 75 injured, are estimating that the cost will be in the neighborhood of \$250,000. The New York law firm of Duncan & Mount, which represents London Lloyds, is looking after the interests of those underwriters in this matter. The blame has not yet been established, but the newspaper evidence tends to make the fault that of the motorman of the Chicago North Shore & Milwaukee electric train, which ran into a train of the Chicago Rapid Transit Company, smashing the rear car of the latter. The North Shore line is protected against third party liability under a \$500,000 Lloyds contract, excess of \$25,000.

May Not Get Full Amount

Although the limit of recovery in Illinois on account of wrongful death is \$10,000, it is not deemed likely that the families of each of the 10 who were killed will recover the maximum amount. Perhaps each of the families will get an average of \$7,500. Then there will be a few persons with very serious injuries, who will be likely to recover substantial amounts. On top of that will be varying damages of rather small amounts to each of those who suffered less severe injuries.

Apparently the North Shore line has definitely assumed liability for the accident. It is known that settlement has been made by the North Shore line with the widow of one of those that was killed for \$6,000.

Federal Life on Risk

The Federal Life of Chicago had about 16 policyholders involved in the wreck. All were insured under the Chicago "Tribune" \$1.25 accident policy. The Federal Life contract provides for top benefits for death in common carrier accidents. Four policyholders were killed, which means \$40,500 in death claims. About 12 were injured and the extent of the losses on this account are impossible to determine at this time. Apparently those injured were not as severely hurt as at first appeared.

The Washington National, which issues the accident policies for the Hearst papers in Chicago, it is understood, had one loss and the North American Accident, which has the Chicago "Daily News" tieup, escaped without any loss.

H. T. Scheuer, manager boiler department Moore, Case, Lyman & Hubbard, Chicago, narrowly escaped death in the crash. He came out of the accident with severe bruises and shock. He will be away from his office for two or three weeks. Mr. Scheuer, who was dozing in his seat in the rear car of the elevated train at the time the North Shore crashed into the couch, demolishing it, had no knowledge of how he went through the accident. He woke up in a hospital bed and after treatment was taken to his home the next evening.

Additions to "Index" Staff

John Rees, who resigned recently as advertising director of the Colonial Life of Jersey City, has joined the staff of the "Insurance Index" with the title of executive vice-president in charge of northeastern territory. R. J. McGehean, who until recently was connected with the "Insurance Field" at Dallas in an editorial and business capacity has also joined the "Insurance Index" as vice-president in the southwest.

Open with Accident— Sell your prospect an accident policy to get acquainted and pave the way to other sales. For sales suggestions read The Accident & Health Review, A-1946 Insurance Exchange, Chicago. Sample copy 10 cents.

★ In stage coach days, the weary traveler smiled as he reached Baltimore, "Gateway to the South." Today, Maryland's hospitality is traditional—and experienced travelers like our 700 rooms, each with bath and shower; full length mirror; bedhead reading lamp. Three restaurants, Cocktail Lounge, smart bars, shops and supper club. The rate—from \$3 to \$6 single.

The LORD BALTIMORE

H. N. Busick, Mng. Dir. - Baltimore Md.

Virginia Opening Division to Prepare Data on Rates

A new division of the Virginia department is being established to study statistical data bearing on automobile liability and property damage rates, the corporation commission announced. The commission has used figures supplied by the National Bureau of Casualty & Surety Underwriters and Mutual Rating Bureau, but hereafter will be able to collect its own figures. This step was taken because of efforts of individuals and firms to secure lower rates. Superintendent Bowles recently recommended the plan in a letter to the commission. He pointed out the base data heretofore used to determine reasonableness and adequacy of rates was compiled by independent bureaus maintained and paid for by the companies whose rates are being regulated. He felt administrative authorities should take charge of this work. No

additions to the staff will be needed, he said.

De Celles Takes the Stand

BOSTON, Dec. 2.—Commissioner De Celles was on the stand for a full day of the hearing of the petition of the stock casualty companies for a review of the 1937 compulsory auto liability insurance rate schedule in the supreme judicial court before Master Hitchcock.

Judge F. H. Chase, appearing for the companies, sought to determine if the commissioner were cognizant of the fact that the trend of experience in 1934 and 1935 would not have justified a much higher rate for 1937 than the schedule based on the five years experience of 1931-1935 inclusive.

After nearly a whole day of questioning the commissioner admitted that probably if the two-year factor had been considered in connection with the five-year exposure, an increase of 5.8 percent in the rates would have been justified.

While the pure premium arrived at by taking the five-year exposure was admitted as \$23.56, it was brought out that with the recognition of the trend shown by the two-year factor it was nearer \$25.

It is contended by the petitioners that the "saving" of \$2,000,000 in insurance premiums under the schedule for 1937 was effected by discarding the plan of previous years of using a factor for the two previous years as against the experience of the previous five years, and basing the schedule only on the five-year exposure.

Seek No New "O. D." Legislation

Compensation carriers will definitely not seek any new legislation affecting silicosis and other types of dust diseases, D. W. Burbank, attorney California Inspection Rating Bureau, informed the state assembly legislative committee created by the 1935 legislature to investigate the problem following failure of the bureau's three regulatory measures. This legislation, opposed by capital and labor, resulted in efforts to have the insurance commissioner approve high surcharges on some 62 industries, all of which opposed the proposal. This effort was also opposed by labor and the Industrial Accident Commission, after hearing the arguments of companies before the insurance department, adopted new safety orders to the point where all factions feel that the hazards will be effectively controlled.

Medical Arbitration Setup

The casualty companies have received from L. S. Senior, manager Compensation Insurance Rating Board of New York, a statement as to the procedure to be followed for the arbitration of medical bills under the New York compensation statutes. Ten provisions are outlined.

Many Automobile Accidents

During the year ending Oct. 1, the Equitable Life of New York paid 325 ordinary death claims resulting from automobile accidents. During the same time it paid 702 death claims as a result of accidents of all kinds. The automobile accident claims constitute 46.3 percent of the total.

Bonus for the Employees

American Credit Indemnity is paying a bonus of one month's salary to all employees who have been in the service a year or more and a bonus equivalent to one-half month's salary to those who have been in the service less than a year but more than six months.

Insurer Forced to Defend

LINCOLN, NEB., Dec. 2.—For the first time in its history the state supreme court has used the declaratory judgment law to force an insurer to defend an action against a policyholder in advance of the trial. Eunice Roth, telephone operator for the Updike Investment company of Omaha, sued her employer for \$6,500, claiming that her health had been permanently impaired by reason of having been compelled to work in unhealthy surroundings. The investment company notified the Employers Liability but the latter declined to assume liability on the ground that there was no proof of accident and that notice had not been given in due time. Suit was then brought to compel it to appear and defend, the damage case being held in abeyance. On appeal the company urged that ill health resulting from bad working conditions was not an accident, but the supreme court holds that as it had not specifically defined what type of accidents were covered in the policy, that definition would be taken which is most favorable to the insured. It also held that while three years had elapsed between the time of the alleged accident and the giving of notice, the employer gave the insurance company timely notice after it heard of the claim.

Surprise Dinner Held for General Accident Manager

(CONTINUED FROM PAGE 31)

In 1929; 17 million last year, and "if all went well" this year, over 18 millions.

"The business is coming back rather steadily," he said. "It is almost up to the peak."

Harold Neale, of Cleveland, and Kenneth Watkins, of Detroit, agents; John H. Grady, assistant United States manager; Thomas E. Moore, vice-president and general manager Potomac Fire; Ralph E. Frazer, oldest employe present, and Robert Dearden, publisher United States Review and company's first American policyholder, also paid tribute to Mr. Mitchell.

Illinois Liquor Suit Up

BENTON, ILL., Dec. 3.—Judge Huffman of Lawrenceville will preside at the trial Dec. 7 in the Franklin county court of the \$100,000 damage suit brought against the proprietors of four taverns in the city and London Lloyds by Mrs. Carl Rainey. She charges that the tavern keepers in violation of the Illinois liquor control law continued to sell liquor to her husband until he became an habitual drunkard and developed alcoholic insanity. Rainey, who is said to have been an inmate of an asylum for a period of five weeks, has also filed a suit against London Lloyds for alleged defamation of his character by its investigation, which insured the tavern keepers.

Wade Fetzner, president of W. A. Alexander & Co. of Chicago, is in Pasadena, having combined a business trip with the hope of getting rid of a severe cold that has stuck to him for some time.

"I'LL BE AT THE
NICOLLET
OF COURSE"



Shrewd businessmen, who appreciate real value, invariably stop at the Hotel Nicollet when they come to Minneapolis.

They like the comfort of its 600 modern rooms... the friendly smiling service... and the economy of its rates—as low as \$2. Three fine restaurants, too.

**HOTEL
NICOLLET**
MINNEAPOLIS

Neil R. Messick, Mgr.

National Hotel Management Co., Inc.

Ralph Hitz, President

Pave the Way—An accident policy sale is the easiest way to get acquainted with your prospect and pave the way for other lines. For suggestions that sell read *The Accident & Health Review*, A-1946 Insurance Exchange, Chicago. Sample 10c.



HOME OF "SERVICE THAT EXCELS"

General Accident



FIRE AND LIFE

ASSURANCE CORPORATION, Ltd.

FREDERICK RICHARDSON, Managing Director

JAMES F. MITCHELL, United States Manager

GENERAL BUILDING - 4TH & WALNUT STS.
PHILADELPHIA



SEABOARD SURETY CO.

FIDELITY AND SURETY BONDS - CAPITAL \$1,000,000

C. W. FRENCH, PRESIDENT

80 John Street, N. Y. - BEekman 3-7345

Center of NEW ORLEANS Activity



This great Southern Hotel is located in the immediate heart of things. It affords equal comforts for the vacationist and commercial traveler and to those that make the Roosevelt their permanent home.

FAMED SOUTHERN FOODS—UNSURPASSED SERVICE
PERFECT APPOINTMENTS

750 OUTSIDE
ROOMS—ALL
WITH BATHS



Jas. "Pat" O'Shaughnessy
Mgr.

HOME OF NEW
ORLEANS' SMARTEST
SUPPER ROOM
THE BLUE ROOM

The Roosevelt

"Pride of the South"

THROUGH THE CENTURIES-WITH THE SUN



The "Sun Mark", which has been the sign of good insurance for 226 years, was mentioned in the original "Proposal Forms" issued by the Office upon its organization in 1710. The proposal read:

"For the farther Encouragement of all Persons there are actually employed in the Service of the Office Thirty lusty and able-bodied Firemen who are cloath'd in blue Liveries and having Silver Badges with the Sun Mark upon their arms, and Twenty able Porters likewise, who are always ready to assist in quenching fires and removing goods, having given Bonds for their Fidelity."

These firemen were ordinarily employed as watermen on the River Thames. To protect them against being forced into naval service by the notorious Press Gangs, the Office took the following precaution:

"The Treasurer having procured a General Protection from Admiralty Office for the Watermen belonging to ye Office."

It was ordered that thirty of these "Protections" be prepared "with particular descriptions" and to be signed by the Secretary and one given to each man.

Conservative and resourceful management, finance and underwriting have distinguished this Company and its affiliates since the days when it was necessary to procure for its employees a "General Protection from the Admiralty Office."

The ability to establish safe and successful standards of management have been learned through more than two and a quarter centuries of experience. Proof of their maintenance is shown in the records of this, the oldest insurance organization in the world.



SUN INSURANCE OFFICE LTD.

**PATRIOTIC INSURANCE
COMPANY OF AMERICA**

MARINE DEPARTMENT
111 JOHN ST., NEW YORK
W.M. H. McGEE & CO., INC., GENERAL AGENTS

**OF LONDON
HEAD OFFICE**

55 FIFTH AVE., NEW YORK
O. TREGASKIS, U. S. MANAGER

**SUN UNDERWRITERS INSURANCE
COMPANY OF NEW YORK**

**SUN INDEMNITY CO.
OF NEW YORK**

PACIFIC COAST DEPARTMENT
SAN FRANCISCO, CAL.
SWETT & CRAWFORD, GENERAL AGENTS

CHARLES W. OHLSEN, MANAGER, WESTERN DEPARTMENT 309 W. JACKSON BLVD., CHICAGO